



**China Aviation Oil (Singapore) Corporation Ltd**

**中国航油（新加坡）股份有限公司**

Incorporated in the Republic of Singapore  
Company Registration No.: 199303293Z

**LETTER TO SHAREHOLDERS**

**in relation to**

- (1) THE PROPOSED RENEWAL OF THE GENERAL MANDATE FOR INTERESTED PERSON TRANSACTIONS; AND**
- (2) THE PROPOSED RENEWAL OF THE SHARE PURCHASE MANDATE.**

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## DEFINITIONS

In this Letter, the following definitions shall apply throughout unless the context otherwise requires or unless otherwise stated:

### Entities

“Bluesky”	:	China National Aviation Fuel South China Bluesky Corporation Ltd (华南蓝天航空油料有限公司), a subsidiary of CNAFCL
“BP”	:	BP p.l.c., an indirect Controlling Shareholder of the Company
“BP Group”	:	BP and its associates
“BPIA”	:	BP Investments Asia Limited, an indirect subsidiary of BP and a Controlling Shareholder of the Company
“CAO” or “Company”	:	China Aviation Oil (Singapore) Corporation Ltd
“CAO Group”	:	The Company and its unlisted subsidiaries (i.e. which are not listed on the SGX-ST or an approved exchange), and the unlisted (as defined herein) associated companies of the Company over which the Company and its subsidiaries, or the Company and its subsidiaries and its interested persons, have Control
“CAO HK”	:	China Aviation Oil (Hong Kong) Company Limited, a wholly-owned subsidiary of the Company
“CNAF”	:	China National Aviation Fuel Group Limited (中国航空油料集团有限公司) formerly known as China National Aviation Fuel Group Corporation (中国航空油料集团公司), the holding company of the Company
“CNAF Finance”	:	China National Aviation Fuel Finance Co., Ltd (中国航油集团财务有限公司), a subsidiary of CNAF
“CNAF Group”	:	CNAF and its associates
“CNAF HKR”	:	CNAF Hong Kong Refuelling Limited (中国航油香港供油有限公司), an associate of CNAF
“CNAF Logistics”	:	China National Aviation Fuel Logistics Co., Ltd (中国航油集团物流有限公司), a subsidiary of CNAF
“CNAFCL”	:	China National Aviation Fuel Corporation Ltd (中国航空油料有限责任公司), a subsidiary of CNAF
“Group”	:	The Company and its subsidiaries
“LandOil”	:	China National Aviation Fuel Petroleum Co., Ltd (中国航油集团石油股份有限公司), a subsidiary of CNAF
“TSN-PEKCL”	:	China National Aviation Fuel TSN-PEK Pipeline Transportation Corporation Ltd (中国航油集团津京管道运输有限责任公司), a 49-per cent owned associated company of the Company and an associate of CNAF

## General

- “2017 AGM”** : The annual general meeting of the Company held on 18 April 2017
- “2019 AGM”** : The annual general meeting of the Company held on 24 April 2019
- “2019 Annual Report”** : Annual report of the Company for FY2019
- “AGM”** : The forthcoming 26<sup>th</sup> annual general meeting of the Company
- “Applicable Threshold”** : Has the meaning ascribed to it in paragraph 7.1 of **Annex II** to this Letter
- “Approved Entities”** : Has the meaning ascribed to it in paragraph 3.1.3 of **Annex II** to this Letter
- “Audit Committee”** : The audit committee of the Company, comprising Independent Directors, Mr Teo Ser Luck, Mr Li Runsheng, and Mr Hee Theng Fong and Non-Independent, Non-Executive Directors, Mr Li Yongji and Mr Eugene Leong Jhi Ghin, as at the date of this Letter
- “Average Barrel Price”** : The yearly average market price per barrel of KERO, which shall be the arithmetic average of the mean of the daily high and low quotations for KERO under the heading “FOB SINGAPORE — MARKET LOCATION” as published in Platts Asia-Pacific/Arab Gulf Marketscan, effective for the calendar month prior to the date of the relevant transaction
- “Beijing Airport”** : Beijing Capital International Airport
- “Bluesky Supply Agreement”** : The supply agreement entered into by the Company and Bluesky dated 1 April 2010 relating to the terms of the supply arrangements between the Company and Bluesky, which was previously renewed and extended to 1 April 2018, was also further renewed and extended to 1 April 2020 on 6 February 2018, on substantially similar terms. Unless otherwise mutually agreed upon by the parties to the Bluesky Supply Agreement, the Bluesky Supply Agreement will be further extended for another term of two (2) years to 1 April 2022. The Audit Committee had reviewed the terms of the proposed extension of the Bluesky Supply Agreement prior to entry into the agreement
- “Board”** : The board of Directors of the Company
- “BPIA Directors”** : Ms Bella Young Pit Lai and Mr Eugene Leong Jhi Ghin, both of whom are Non-Independent, Non-Executive Directors of the Company
- “CDP”** : The Central Depository (Pte) Limited
- “CFR”** : The acronym for the Incoterm “Cost and Freight” which indicates that the seller/exporter/manufacture clears the goods for export and is responsible for the costs for transport of the goods to the port of destination. The buyer bears the risk of loss of the goods once the goods pass the ship’s rail at the port of shipment (and not destination)

<b>“CNAF Directors”</b>	:	Dr Xi Zhengping (Chairman of the Company, Non-Independent, Non-Executive Director of the Company), Mr Li Yongji (Non-Independent, Non-Executive Director of the Company), Mr Wang Yanjun (Chief Executive Officer/Executive Director of the Company) and Mr Feng Hai (Non-Independent, Non-Executive Director of the Company)
<b>“CNAFCL Supply Agreement”</b>	:	The supply agreement entered into by the Company and CNAFCL dated 23 March 2010 relating to the terms of the supply arrangements between the Company and CNAFCL, the term of which was previously renewed and extended to 6 August 2018 and was further renewed and extended to 6 August 2020, on substantially similar terms by mutual agreement between the parties thereto. In February 2020, the CNAFCL Supply Agreement was further extended for another term of two (2) years to 6 August 2022. The Audit Committee had reviewed the terms of the proposed extension of the CNAFCL Supply Agreement prior to entry into the agreement
<b>“Code”</b>	:	The Singapore Code on Take-overs and Mergers
<b>“Companies Act”</b>	:	The Companies Act (Chapter 50 of Singapore)
<b>“Constitution”</b>	:	The Constitution of the Company currently in force
<b>“Control”</b>	:	The capacity to dominate decision-making, directly or indirectly, in relation to the financial and operating policies of the Company
<b>“Controlling Shareholder”</b>	:	In relation to a listed company, a person who: <ul style="list-style-type: none"> <li>(a) holds directly or indirectly fifteen per cent. (15%) or more of the total voting rights in the company. The SGX-ST may determine that a person who satisfies the above is not a Controlling Shareholder; or</li> <li>(b) in fact exercises Control over the company</li> </ul>
<b>“Deposit Banks”</b>	:	Has the meaning ascribed to it in paragraph 3.1.3 of <b>Annex II</b> to this Letter
<b>“Derivative Financial Instruments”</b>	:	Derivative financial instruments including but not limited to all futures and swaps products available in the energy and freight markets
<b>“Director”</b>	:	A director of the Company as at the date of this Letter
<b>“Entrust Loan Arrangement Services”</b>	:	Has the meaning ascribed to it in paragraph 3.1.3 of <b>Annex II</b> to this Letter
<b>“EPS”</b>	:	Earnings per Share
<b>“Executive Director”</b>	:	A Director who is an employee of and performs an executive function for the Company
<b>“FOB”</b>	:	The acronym for the Incoterm “Free on Board”, which indicates that delivery is effected by the seller when the goods pass the ship’s rail at the named port of shipment. Accordingly, the seller clears the goods for export, and all costs and risks of loss of or damage to the goods from that port are borne by the buyer

“FY”	:	Financial year ended or ending on 31 December
“HKIA”	:	The Hong Kong International Airport at Chek Lap Kok
“Incoterms”	:	The International Commercial Terms as developed and issued by the International Chambers of Commerce and “ <b>Incoterm</b> ” means any one of such terms
“Independent Directors”	:	The Directors who are considered independent for the purpose of making a recommendation to Shareholders on the renewal of the IPT Mandate, namely, Mr Teo Ser Luck, Mr Li Runsheng and Mr Hee Theng Fong, and “ <b>Independent Director</b> ” means any one of them
“Interested Person Transactions”	:	Transactions proposed to be entered into between the CAO Group and the Interested Persons
“Interested Persons”	:	For the purposes of the IPT Mandate, the CNAF Group and the BP Group, and “ <b>Interested Person</b> ” means any one of them
“Into-Plane Fuelling Services Framework Agreement”	:	Has the meaning ascribed to it in paragraph 3.1.2 of <b>Annex II</b> to this Letter
“Investee Companies”	:	Interested Persons in which the CAO Group has an equity investment
“IPT Mandate”	:	<p>(a) For the purposes of this Letter, excluding <b>Annexes II and III</b> to this Letter, the Shareholders’ general mandate pursuant to Chapter 9 of the Listing Manual permitting the Company, its subsidiaries and associated companies which are considered to be “entities at risk” under Chapter 9 of the Listing Manual or any of them, to enter into Interested Person Transactions with the Interested Persons, which was last renewed at the 2019 AGM; and</p> <p>(b) for the purposes of <b>Annexes II and III</b> to this Letter, the Shareholders’ general mandate pursuant to Chapter 9 of the Listing Manual permitting the Company, its subsidiaries and associated companies which are considered to be “entities at risk” under Chapter 9 of the Listing Manual or any of them, to enter into Interested Person Transactions with the Interested Persons, proposed to be renewed at the AGM</p>
“KERO”	:	The abbreviation of “kerosene” as published in Platts Asia-Pacific /Arab Gulf Marketscan under “FOB SINGAPORE — MARKET LOCATION”
“Latest Practicable Date”	:	The latest practicable date prior to the printing of this Letter, being 9 March 2020
“Letter”	:	This letter to Shareholders dated 14 April 2020
“Listing Manual”	:	The Listing Manual of the SGX-ST
“Listing Rules”	:	The listing rules of the SGX-ST set out in the Listing Manual

<b>“Market Day”</b>	:	A day on which the SGX-ST is open for trading in securities
<b>“Maximum Price”</b>	:	Has the meaning ascribed to it in paragraph 3.3.4 of this Letter
<b>“MOPS”</b>	:	Has the meaning ascribed to it in paragraph 3.1.1 of <b>Annex II</b> to this Letter
<b>“Non-Executive Director”</b>	:	A Director (including an Independent Director) of the Company, as the case may be, who is not an Executive Director
<b>“NTA”</b>	:	Net tangible assets
<b>“Off-Market Purchases”</b>	:	Has the meaning ascribed to it in paragraph 3.3.3 of this Letter
<b>“On-Market Purchases”</b>	:	Has the meaning ascribed to it in paragraph 3.3.3 of this Letter
<b>“OTC”</b>	:	Over-the-counter
<b>“Petroleum Products”</b>	:	Petroleum products including but not limited to aviation fuel, gas oil, fuel oil, crude oil and other petrochemicals
<b>“Pipeline Services Contract”</b>	:	The jet fuel transportation services framework agreement entered into between TSN-PEKCL and CNAFCL relating to the provision of pipeline transportation services by TSN-PEKCL to CNAFCL which entry was approved at the 2017 AGM
<b>“PRC”</b>	:	The People’s Republic of China
<b>“Relevant Period”</b>	:	The period commencing from the date of the AGM being the date on which the Share Purchase Mandate is passed, if approved by the Shareholders, and expiring on the date the next annual general meeting is held or is required by law to be held, whichever is the earlier, after the date the resolution relating to the Share Purchase Mandate is passed
<b>“Risk Management Committee”</b>	:	The risk management committee of the Company, comprising the Non-Executive Directors, namely Mr Eugene Leong Jhi Ghin (Non-Independent BPIA Director), Mr Feng Hai (Non-Independent CNAF Director) and Mr Teo Ser Luck (Independent Director) as at the date of this Letter, set up for the purposes of assisting the Board in fulfilling its oversight and approval responsibilities relating to its risk management framework and policies, as well as market, credit, operational, compliance and all other risk concerns
<b>“ROE”</b>	:	Return on equity
<b>“Securities Account”</b>	:	A securities account maintained by a depositor with CDP but does not include a securities sub-account maintained with a depository agent

<b>“Senior Executives”</b>	:	The senior executives of the CAO Group who, for the purposes of undertaking the review procedures described in paragraph 6 of <b>Annex II</b> to this Letter (Review Procedures for Interested Person Transactions), are the chief executive officer, chief financial officer, deputy chief financial officer, vice president, head of finance, deputy head of finance, head of trading, deputy head of trading, head of risk management, deputy head of risk management, head of operations, deputy head of operations, any head of department, function or business unit, assistant to the chief executive officer, or any position of equivalent rank or seniority as the foregoing, of any of the members of the CAO Group, and/or such other senior management personnel tasked to undertake the functions of the foregoing senior executives’ positions from time to time
<b>“Services”</b>	:	Services that the member(s) of the BP Group may provide to the CAO Group from time to time, whereby the member(s) of the BP Group share(s) the benefit of its contacts, expertise or knowledge with the CAO Group or where efficiencies and economies of scale can be achieved by the member(s) of the BP Group and the CAO Group through the provision of services by the former to the latter, including, without limitation, services relating to risk management, information-sharing, marketing, training, secondment of staff and other corporate functions
<b>“SGX-ST”</b>	:	Singapore Exchange Securities Trading Limited
<b>“Share Purchase Mandate”</b>	:	Shareholders’ mandate to authorise the Directors to make purchases of Shares in accordance with the terms set out in this Letter as well as the rules and regulations set forth in the Companies Act and the Listing Manual
<b>“Shareholders”</b>	:	The registered holders of Shares, except that where the registered holder is CDP, the term <b>“Shareholders”</b> shall, in relation to those Shares, mean the depositors whose Securities Accounts are credited with Shares
<b>“Shares”</b>	:	Ordinary shares in the capital of the Company
<b>“Substantial Shareholder”</b>	:	A substantial shareholder of the Company as defined under Section 2(6) of the Securities and Futures Act (Chapter 289 of Singapore)
<b>“Supply Agreements”</b>	:	Collectively, the CNAFCL Supply Agreement and Bluesky Supply Agreement
<b>“Term Charter Party Agreement”</b>	:	The term charter party agreement entered into by the Company and CNAF Logistics dated 10 February 2014 relating to the provision of freight services by CNAF Logistics in respect of the transportation of Petroleum Products. The Term Charter Party Agreement, which was due to expire on 30 April 2015, was extended on the same terms (save for the delivery schedule, duration and pricing) by way of a new agreement dated 10 February 2015 and expired on 30 April 2017. It was previously extended for two (2) years to 30 April 2019 and was further extended for two (2) years to 30 April 2021, in both cases, on the same terms

<b>“Treasury Services”</b>	:	Transactions relating to:
		(a) interest-bearing placement of funds by the CAO Group with CNAF Finance;
		(b) the borrowing of funds by the CAO Group from CNAF Finance;
		(c) the provision of loans by the CAO Group to Approved Entities;
		(d) the grant of guarantees by the CAO Group in favour of third parties for the purposes of the Investee Companies; and
		(e) the provision of Entrust Loan Arrangement Services by CNAF Finance to the CAO Group required for the purpose of the provision of loans by the CAO Group to Approved Entities based in the PRC
<b>“%” or “per cent.”</b>	:	Per centum or percentage
<b>“S\$”</b>	:	Singapore dollars, the lawful currency of the Republic of Singapore
<b>“US\$” and “US cents”</b>	:	U.S. dollars and cents, respectively, the lawful currency of the United States of America

The terms **“depositor”** and **“depository agent”** shall have the meanings ascribed to them respectively in Section 81SF of the Securities and Futures Act (Chapter 289 of Singapore) in force as at the Latest Practicable Date.

The terms **“associate”**, **“associated company”**, **“entity at risk”**, **“interested person”**, **“interested person transaction”**, **“chief executive officer”** and **“approved exchange”** shall have the meanings ascribed to them respectively in the Listing Manual.

The term **“subsidiary”** shall have the meaning ascribed to it in Section 5 of the Companies Act.

Words importing the singular shall, where applicable, include the plural and *vice versa* and words importing any one gender shall, where applicable, include the other genders. References to persons shall, where applicable, include corporations.

Any reference to a time of day in this Letter shall be a reference to Singapore time unless otherwise stated.

Any reference in this Letter to any enactment is a reference to that enactment as for the time being amended or re-enacted. Any term defined under the Companies Act or the Listing Manual and used in this Letter shall, where applicable, have the meaning ascribed to it under the Companies Act or the Listing Manual, as the case may be, unless otherwise provided. Save as otherwise stated, summaries of the provisions of any laws and regulations (including the Listing Manual) contained in this Letter are of such laws and regulations (including the Listing Manual) in force as at the Latest Practicable Date.

Any discrepancies in the tables in this Letter between the listed amounts and the totals thereof are due to rounding.

Unless otherwise stated, the following closing exchange rate as at the Latest Practicable Date has been used in this Letter:

S\$1: US\$0.726

The exchange rate as set out above is used for illustration purposes only and should not be construed as a representation that the relevant amounts have been or could be converted at the rate above or at any other rate.

# CHINA AVIATION OIL (SINGAPORE) CORPORATION LTD

Incorporated in the Republic of Singapore  
Company Registration No.: 199303293Z

## Board of Directors:

Xi Zhengping	(Chairman – Non-Executive, Non-Independent)
Teo Ser Luck	(Lead Independent Director – Non-Executive, Independent)
Wang Yanjun	(Chief Executive Officer/Executive Director – Executive, Non-Independent)
Li Yongji	(Director – Non-Executive, Non-Independent)
Feng Hai	(Director – Non-Executive, Non-Independent)
Li Runsheng	(Director – Non-Executive, Independent)
Hee Theng Fong	(Director – Non-Executive, Independent)
Bella Young Pit Lai	(Director – Non-Executive, Non-Independent)
Eugene Leong Jhi Ghin	(Director – Non-Executive, Non-Independent)

## Registered Office:

8 Temasek Boulevard  
#31-02  
Suntec Tower Three  
Singapore 038988

14 April 2020

To: The Shareholders of China Aviation Oil (Singapore) Corporation Ltd

Dear Sir/Madam,

## LETTER TO SHAREHOLDERS

- (1) **THE PROPOSED RENEWAL OF THE GENERAL MANDATE FOR INTERESTED PERSON TRANSACTIONS; AND**
- (2) **THE PROPOSED RENEWAL OF THE SHARE PURCHASE MANDATE.**

### 1. INTRODUCTION

#### 1.1 AGM

We refer to the notice of annual general meeting of the Company dated 14 April 2020 convening the AGM to be held on 4 June 2020, and in particular:

- (a) the ordinary resolution number 11 under the heading “Special Business”, in relation to the proposed renewal of the IPT Mandate; and
- (b) the ordinary resolution number 12 under the heading “Special Business”, in relation to the proposed renewal of the Share Purchase Mandate,

as further explained in paragraphs 2 and 3 respectively below.

#### 1.2 Letter

The purpose of this Letter is to provide Shareholders with the relevant information relating to, and to seek Shareholders’ approval at the AGM for the proposals referred to in paragraph 1.1 above.

**If you are in any doubt as to the contents herein or as to the course of action that you should take, you should consult your stockbroker, bank manager, solicitor, accountant or other professional adviser immediately.**

If you have sold or transferred all your ordinary shares in the capital of the Company, you should immediately forward this Letter to the purchaser or the transferee or to the stockbroker or other agent through whom the sale or transfer was effected for onward transmission to the purchaser or transferee.

The SGX-ST assumes no responsibility for the accuracy of any of the statements made, reports contained or opinions expressed in this Letter.

## **2. THE PROPOSED RENEWAL OF THE IPT MANDATE**

### **2.1 The Proposed Renewal of the IPT Mandate**

Under Chapter 9 of the Listing Manual, a general mandate for transactions with interested persons is subject to annual renewal. The IPT Mandate was last renewed at the 2019 AGM and will continue to be in force until the conclusion of the AGM.

Save for the editorial amendments at paragraph 3.1.1 of **Annex II** to reflect the renewal and extension of the CNAFCL Supply Agreement, the terms of the IPT Mandate, including the rationale for and benefit of the IPT Mandate and the scope of the IPT Mandate (including the classes of interested persons, the categories of interested person transactions, the review procedures for interested person transactions and the threshold limits) in respect of which the IPT Mandate is sought to be renewed otherwise remain unchanged from the existing IPT Mandate. Please refer to **Annex II** which shows the changes, with insertions in underline and deletions in strikethrough (as compared against the existing IPT Mandate which was last renewed at the 2019 AGM).

Accordingly, it is proposed that the IPT Mandate be renewed on the above basis at the AGM, to take effect until the conclusion of the next annual general meeting of the Company or the date on which the next annual general meeting of the Company is required to be held, whichever is the earlier.

General information relating to Chapter 9 of the Listing Manual is set out in **Annex I** to this Letter.

The proposed renewal of the IPT Mandate will authorise the Company, its subsidiaries and associated companies that are considered to be “entities at risk” within the meaning of Chapter 9 of the Listing Manual, to enter, in the ordinary course of business, into any of the mandated transactions with specified classes of the Company’s interested persons, provided that such transactions are made on normal commercial terms and are not prejudicial to the interests of the Company and its minority Shareholders, and are entered into in accordance with the review procedures for such transactions. As BPIA and CNAF are Controlling Shareholders, members of the BP Group and members of the CNAF Group constitute interested persons of the Company. Information on the shareholdings of BPIA and CNAF in the Company can be found in paragraph 6.2 of this Letter.

### **2.2 Statement of the Audit Committee**

Having considered, *inter alia*, the terms, the rationale and benefits of the IPT Mandate, as proposed to be renewed and set out in **Annex II** to this Letter and having regard to the changes described at paragraph 2.1 of this Letter, the Audit Committee is satisfied that the review procedures proposed by the Company, as set out in paragraph 6 of **Annex II** to this Letter for determining the transaction prices and terms of the Interested Person Transactions:

- (a) have not changed since Shareholders’ approval for the IPT Mandate was last obtained at the 2019 AGM; and
- (b) if adhered to, are sufficient to ensure that the Interested Person Transactions carried out thereunder will be on normal commercial terms and will not be prejudicial to the interests of the Company and its minority Shareholders.

The Non-Independent, Non-Executive Directors of the Audit Committee, Mr Li Yongji and Mr Eugene Leong Jhi Ghin being a CNAF Director and a BPIA Director respectively, have abstained from the Audit Committee's review and determination in relation to the above.

### **2.3 Validity Period of the IPT Mandate**

If approved by Shareholders at the AGM, the IPT Mandate will take effect from the date of the passing of the resolution for the renewal of the IPT Mandate, to be proposed at the AGM, and shall apply in respect of Interested Person Transactions entered or to be entered into from the date of the AGM until the conclusion of the next annual general meeting of the Company or the date on which the next annual general meeting of the Company is required to be held, whichever is the earlier, unless revoked or varied by the Company in a general meeting.

### **2.4 Disclosure**

Pursuant to Chapter 9 of the Listing Manual, the Company will disclose in its annual report the aggregate value of the Interested Person Transactions entered into under the IPT Mandate, as renewed, during the financial year under review, and in the annual reports of subsequent financial years during which the IPT Mandate, as renewed, is in force. In addition, the Company will announce the aggregate value of the Interested Person Transactions entered into pursuant to the IPT Mandate, as renewed, for the financial periods which it is required to report pursuant to Rule 705 of the Listing Manual within the time required for the announcement of such report.<sup>1</sup> These disclosures will be in the form set out in Rule 907 of the Listing Manual.

## **3. THE PROPOSED RENEWAL OF THE SHARE PURCHASE MANDATE**

### **3.1 Background**

It is a requirement under the Companies Act that a company which wishes to purchase or otherwise acquire its own shares has to obtain the approval of its shareholders to do so at a general meeting of its shareholders. In this regard, the Share Purchase Mandate was approved by Shareholders at the extraordinary general meeting of the Company held on 18 September 2009, and last renewed at the 2019 AGM, to authorise the Directors to make purchases of Shares on the terms of the Share Purchase Mandate. Such Share Purchase Mandate will, unless renewed again, expire on the date of the AGM.

The Company proposes to renew the mandate for the Company to make on-market and off-market purchases of Shares from time to time of up to ten per cent. (10%) of the total number of issued Shares excluding treasury shares and subsidiary holdings as at the date of the AGM in accordance with the terms set out below.

### **3.2 Rationale for the Share Purchase Mandate**

The rationale for the Company to undertake the purchase or acquisition of its Shares is as follows:

- (a) in managing its business, the Group always strives to increase Shareholder value by improving, *inter alia*, the ROE of the Group and a Share purchase is one way by which ROE may be enhanced;
- (b) the Share Purchase Mandate will give the Company an easy mechanism to facilitate the return of surplus cash in excess of its requirements taking into account its growth and expansion plans, in an expedient and cost-efficient manner;

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<sup>1</sup> In the case of Treasury Services involving interest-bearing placement of funds by the CAO Group with CNAF Finance, the Company will disclose the highest amount of funds of the CAO Group on placement with CNAF Finance (including both principal and any interest which has been compounded) in aggregate at any one time during the relevant financial period covered by the announcement or annual report, as well as separate disclosure of the aggregate interest earned during the said financial period.

- (c) the Share Purchase Mandate will provide the Company the flexibility to adjust the Company's share capital structure and may, subject to market conditions and funding arrangements at the time, lead to an enhancement of the EPS and/or NTA per Share; and
- (d) the use of treasury shares for the purposes of the Company's share schemes for employees and others (if any) in lieu of issuing new Shares would mitigate the dilution impact (if any) on existing Shareholders which may arise from the operation of such schemes.

While the Share Purchase Mandate would authorise a purchase or acquisition of Shares up to the said ten per cent. (10%) limit during the period referred to in paragraph 3.3.2 below, Shareholders should note that purchases or acquisitions of Shares pursuant to the Share Purchase Mandate may not be carried out to the full ten per cent. (10%) limit as authorised and the purchases or acquisitions of Shares pursuant to the Share Purchase Mandate will be made only as and when the Directors consider it to be in the best interests of the Company and/or Shareholders and in circumstances which they believe will not result in any material adverse effect on the financial position of the Company or the Group, or result in the Company being delisted from the SGX-ST. The Directors will use their best efforts to ensure that after a purchase or acquisition of Shares pursuant to the Share Purchase Mandate, the number of Shares remaining in the hands of the public will not fall to such a level as to cause market illiquidity or adversely affect the orderly trading and listing status of the Shares on the SGX-ST.

### **3.3 Details of the Share Purchase Mandate**

The authority and limitations placed on purchases of Shares by the Company under the Share Purchase Mandate, if renewed at the AGM, are the same as previously approved by Shareholders at the 2019 AGM, and are summarised below:

#### **3.3.1 Maximum Number of Shares**

Only Shares which are issued and fully paid-up may be purchased by the Company. Rule 882 of the Listing Manual states that the total number of Shares that may be purchased is limited to that number of Shares representing not more than ten per cent. (10%) of the total number of issued Shares (excluding treasury shares and subsidiary holdings) as at the date of the AGM. If the Company has, at any time during the Relevant Period, reduced its share capital by a special resolution under Section 78C of the Companies Act, or the court has, at any time during the Relevant Period, made an order under Section 78I confirming the reduction of share capital of the Company, the total number of Shares shall be taken to be the total number of Shares as altered by the special resolution of the Company or the order of the court, as the case may be. Any Shares which are held as treasury shares and subsidiary holdings will be disregarded for purposes of computing the ten per cent. (10%) limit. As at the Latest Practicable Date, the Company had no subsidiary holdings.

Purely for illustrative purposes, on the basis of 860,183,628 Shares in issue as at the Latest Practicable Date (excluding treasury shares and subsidiary holdings) and assuming that no further Shares are issued or repurchased and held as treasury shares and/or subsidiary holdings on or prior to the date of the AGM, not more than 86,018,362 Shares (representing ten per cent. (10%) of the total number of issued Shares excluding treasury shares and subsidiary holdings as at that date) may be purchased or acquired by the Company pursuant to the Share Purchase Mandate.

#### **3.3.2 Duration of Authority**

The authority conferred on the Directors pursuant to the Share Purchase Mandate may be exercised by the Directors at any time and from time to time during the period commencing from the date of the AGM and expiring on:

- (a) the date on which the next annual general meeting is held or required by law to be held;
- (b) the date on which the authority conferred by the Share Purchase Mandate is revoked or varied by the Shareholders in a general meeting; or

- (c) the date on which purchases or acquisitions of Shares pursuant to the Share Purchase Mandate are carried out to the full extent mandated,

whichever is the earliest.

The Share Purchase Mandate may be renewed at each annual general meeting or other general meeting of the Company. When seeking the approval of Shareholders for the renewal of the Share Purchase Mandate, the Company is required to disclose details pertaining to purchases or acquisitions of Shares pursuant to the Share Purchase Mandate made during the previous twelve (12) months, including the total number of Shares purchased, the purchase price per Share or the highest and lowest prices paid for such purchases of Shares, where relevant, and the total consideration paid for such purchases.

### 3.3.3 Manner of Purchase

Purchases of Shares may be made on the SGX-ST (“**On-Market Purchases**”) and/or otherwise than on the SGX-ST, in accordance with an equal access scheme (“**Off-Market Purchases**”).

On-Market Purchases refer to purchases of Shares by the Company transacted through the SGX-ST’s trading system through one or more duly licensed stockbrokers appointed by the Company for the purpose.

Off-Market Purchases refer to purchases of Shares by the Company made under an equal access scheme or schemes for the purchase of Shares from Shareholders. The Directors may impose such terms and conditions, which are consistent with the Share Purchase Mandate, the Listing Rules and the Companies Act, as they consider fit in the interests of the Company in connection with, or in relation to, an equal access scheme or schemes. Under the Companies Act, an Off-Market Purchase must satisfy all the following conditions:

- (a) offers for the purchase or acquisition of issued Shares shall be made to every person who holds issued Shares to purchase or acquire the same percentage of their issued Shares;
- (b) all of those persons shall be given a reasonable opportunity to accept the offers made to them; and
- (c) the terms of all the offers shall be the same, except that there shall be disregarded:
  - (i) differences in consideration attributable to the fact that offers may relate to Shares with different accrued dividend entitlements;
  - (ii) (if applicable) differences in consideration attributable to the fact that offers relate to Shares with different amounts remaining unpaid; and
  - (iii) differences in the offers introduced solely to ensure that each Shareholder is left with a whole number of Shares.

In addition, pursuant to the Listing Rules, in making an Off-Market Purchase in accordance with an equal access scheme, the Company must issue an offer document to all Shareholders which must contain at least the following information:

- (a) the terms and conditions of the offer;
- (b) the period and procedures for acceptances;
- (c) the reasons for the proposed purchase or acquisition of Shares;
- (d) the consequences, if any, of purchases or acquisitions of Shares by the Company that will arise under the Code or other applicable take-over rules;
- (e) whether the purchases or acquisitions of Shares, if made, could affect the listing of the Shares on the SGX-ST;

- (f) details of any purchases or acquisitions of Shares made by the Company in the previous twelve (12) months (whether On-Market Purchases or Off-Market Purchases), giving the total number of Shares purchased, the purchase price per Share or the highest and lowest prices paid for such purchases of Shares, where relevant, and the total consideration paid for such purchases; and
- (g) whether the Shares purchased or acquired by the Company will be cancelled or kept as treasury shares.

#### 3.3.4 Maximum Purchase Price

The purchase price (excluding brokerage, stamp duties, commission, applicable goods and services tax and other related expenses) to be paid for the Shares will be determined by the Directors or a committee of Directors that may be constituted for the purposes of effecting purchases or acquisitions of Shares by the Company under the Share Purchase Mandate. However, the purchase price to be paid for the Shares pursuant to the purchases or acquisitions of the Shares must not exceed:

- (a) in the case of an On-Market Purchase, five per cent. (5%) above the average of the closing market prices of the Shares over the last five (5) Market Days, on which transactions in the Shares were recorded, before the day on which the On-Market Purchase was made by the Company, which is deemed to be adjusted in accordance with the Listing Rules for any corporate action that occurs during the relevant period of five (5) Market Days and the day on which the On-Market Purchase was made; and
- (b) in the case of an Off-Market Purchase pursuant to an equal access scheme, ten per cent. (10%) above the average of the closing market prices of the Shares over the last five (5) Market Days on which transactions in the Shares were recorded, before the day on which the Company makes an announcement of an offer under the Off-Market Purchase scheme,

in either case, excluding related expenses of the purchase or acquisition (the “**Maximum Price**”).

For the purposes of the above:

“**day on which the Company makes an announcement of an offer**” means the day on which the Company announces its intention to make an offer for the purchase or acquisition of Shares from the Shareholders, stating therein the purchase price (which shall not be more than the Maximum Price calculated on the foregoing basis) for each Share and the relevant terms of the equal access scheme for effecting the Off-Market Purchase.

#### 3.3.5 Status of Purchased Shares

Any Share which is purchased or acquired by the Company is treated as cancelled immediately on purchase or acquisition (and all rights and privileges attached to that Share will expire on cancellation) unless such Share is held by the Company as a treasury share. All cancelled Shares will be automatically delisted by the SGX-ST, and (where applicable) all certificates in respect thereof will be cancelled and destroyed by the Company as soon as reasonably practicable following settlement of any such purchase. Accordingly, the total number of issued Shares will be diminished by the number of Shares purchased or acquired by the Company and which are not held as treasury shares. Prior Board approval will be sought if any Share to be purchased pursuant to the Share Purchase Mandate will be held in treasury. It is presently intended by the Company that Shares which are purchased or acquired by the Company will be held as treasury shares, up to the maximum number of treasury shares permitted by law to be held by the Company.

### 3.3.6 Treasury Shares

Under the Companies Act, Shares purchased or acquired by the Company may be held or dealt with as treasury shares. Some of the key provisions on treasury shares under the Companies Act are as follows:

- (a) **Maximum Holdings** — The number of Shares held as treasury shares cannot at any time exceed ten per cent. (10%) of the total number of issued Shares;
- (b) **Voting and Other Rights** — The Company shall be registered as a member in respect of the treasury shares but shall not have the right to attend or vote at meetings and/or to receive any dividends in respect of the treasury shares. However, the allotment of shares as fully paid bonus shares in respect of treasury shares is allowed. Also, a subdivision or consolidation of any treasury share into treasury shares of a greater or smaller amount is allowed so long as the total value of the treasury shares after the subdivision or consolidation is the same as before, as the case may be; and
- (c) **Disposal and Cancellation** — The Company may dispose of treasury shares at any time in the following ways:
  - (i) sell the treasury shares for cash;
  - (ii) transfer the treasury shares for the purposes of or pursuant to any share scheme, whether for employees, directors or other persons;
  - (iii) transfer the treasury shares as consideration for the acquisition of shares in or assets of another company or assets of a person;
  - (iv) cancel the treasury shares; or
  - (v) sell, transfer or otherwise use the treasury shares for such other purposes as may be prescribed by the Minister for Finance.

### 3.3.7 Source of Funds

The Company may only apply funds for the purchase or acquisition of Shares in accordance with the Constitution of the Company and the applicable laws and regulations in Singapore. The Company may not purchase or acquire its Shares for a consideration other than in cash or for settlement otherwise than in accordance with the trading rules of the SGX-ST.

The Company may purchase or acquire its own Shares out of capital, as well as from its distributable profits, provided that:

- (a) there is no ground on which the Company could be found to be unable to pay its debts;
- (b) if it is intended to commence winding up of the Company within the period of twelve (12) months immediately after the date of the payment, the Company will be able to pay its debts in full within the period of twelve (12) months after the date of commencement of the winding up or if it is not intended so to commence winding up, the Company will be able to pay its debts as they fall due during the period of twelve (12) months immediately after the date of the payment; and
- (c) the value of the Company's assets is not less than the value of its liabilities (including contingent liabilities) and will not, after the proposed purchase or acquisition, become less than the value of its liabilities (including contingent liabilities).

The Company intends to use its internal sources of funds and/or obtain or incur external borrowings to finance purchases or acquisitions of its Shares. The Directors do not propose to exercise the Share Purchase Mandate or rely on external borrowings to finance purchases or acquisitions of its Shares to such an extent that it would materially affect the financial position, working capital requirements or investment ability of the Group.

### 3.3.8 Financial Effects

The financial effects on the Group and the Company arising from purchases or acquisitions of Shares which may be made pursuant to the Share Purchase Mandate would depend on factors such as, *inter alia*, whether the Shares are purchased or acquired out of capital and/or profits, the aggregate number of Shares purchased or acquired, the purchase prices paid at the relevant time, and the amount (if any) borrowed by the Company to fund the purchases or acquisitions.

Where the purchase of Shares is made out of distributable profits, the amount available for the distribution of cash dividends by the Company will be correspondingly reduced. Where the consideration paid by the Company for the purchase or acquisition of Shares is made out of capital, the amount available for the distribution of cash dividends by the Company will not be reduced.

Where the Company chooses not to hold the purchased Shares in treasury, such Shares shall be cancelled. The Company shall:

- (a) reduce the amount of its share capital where the Shares were purchased or acquired out of the capital of the Company;
- (b) reduce the amount of its profits where the Shares were purchased or acquired out of the profits of the Company; or
- (c) reduce the amount of its share capital and profits proportionately where the Shares were purchased or acquired out of both the capital and the profits of the Company,

by the total amount of the purchase price paid by the Company for the Shares cancelled, including any expenses (including brokerage or commission) incurred in the purchase or acquisition of the Shares which are paid out of the Company's capital or profits. Where the purchased Shares are held in treasury, the total number of issued Shares will remain unchanged.

As at the Latest Practicable Date, the issued and paid-up share capital of the Company comprised 866,183,628 Shares (out of which 6,000,000 Shares were held in treasury). As the Company can only hold ten per cent. (10%) of its Shares being 86,618,362 Shares in treasury, the exercise in full of the Share Purchase Mandate would result in the purchase or acquisition of 80,618,362<sup>2</sup> Shares if all will be held in treasury, and 86,018,362 Shares if all will be cancelled. For the purposes of illustration and comparison only, the Company has assumed that pursuant to the Share Purchase Mandate, it will purchase or acquire the smaller number of Shares, i.e. 80,618,362<sup>2</sup> Shares, instead of the entire ten per cent. (10%) of the total number of issued Shares excluding treasury shares, i.e. 86,018,362 Shares.

It is not possible for the Company to realistically calculate or quantify the impact of purchases or acquisitions of Shares that may be made pursuant to the Share Purchase Mandate on the NTA and EPS as the resultant effect would depend on, *inter alia*, the aggregate number of Shares purchased or acquired, whether the purchase or acquisition is made out of capital or profits, the purchase price paid for such Shares and the amount borrowed (if any) by the Company to fund the purchase or acquisition of the Shares and whether the Shares purchased or acquired are cancelled or held as treasury shares.

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<sup>2</sup> Section 761(1) of the Companies Act states that the aggregate number of shares held as treasury shares shall not at any time exceed ten per cent. (10%) of the total number of shares of the company at that time. As at the Latest Practicable Date, the Company has 6,000,000 Shares held in treasury. Hence, although the Share Purchase Mandate provides for up to 86,618,362 Shares to be purchased or acquired by the Company, the maximum additional number of Shares that the Company can purchase or acquire and hold in treasury is 80,618,362 Shares.

For illustration purposes only and based on the assumptions set out below:

- (i) in the case of On-Market Purchases by the Company and assuming that the Company purchases or acquires 80,618,362 Shares, the maximum amount of funds required for the purchase (excluding brokerage, stamp duties, commission, applicable goods and services tax and other related expenses) assuming a Maximum Price of S\$1.161 which is five per cent. (5%) above the average of the closing market prices of the Shares for the five (5) Market Days on which the Shares were traded on the SGX-ST immediately preceding the Latest Practicable Date, is approximately S\$93,597,918;
- (ii) in the case of Off-Market Purchases by the Company and assuming that the Company purchases or acquires 80,618,362 Shares, the maximum amount of funds required for the purchase (excluding brokerage, stamp duties, commission, applicable goods and services tax and other related expenses) assuming a Maximum Price of S\$1.217 which is ten per cent. (10%) above the average closing market prices of the Shares for the last five (5) Market Days on which the Shares were traded on the SGX-ST immediately preceding the Latest Practicable Date, is approximately S\$98,112,547; and
- (iii) the consideration for the purchase or acquisition of the Shares is funded equally by internal funds and borrowings after allowing for working capital, and interest payable on additional borrowings is at the rate of 1.44% per annum before adjusting for tax, and based on the audited financial statements of the Group for FY2019,

the effects of:

- (a) the purchase or acquisition of 80,618,362 Shares by the Company in an On-Market Purchase or Off-Market Purchase and held as treasury shares; and
- (b) the purchase or acquisition of 80,618,362 Shares by the Company in an On-Market Purchase or Off-Market Purchase and cancelled (where the 6,000,000 Shares held in treasury as at the Latest Practicable Date are also cancelled),

on the financial position of the Company and the Group are as follows:

(1) **On-Market or Off-Market Purchase of 80,618,362 Shares – held as treasury shares**

As at 31 December 2019	The Company			Group		
	Before Share Purchase US\$'000	After On-Market Purchase US\$'000	After Off-Market Purchase US\$'000	Before Share Purchase US\$'000	After On-Market Purchase US\$'000	After Off-Market Purchase US\$'000
Share capital	215,573	215,573	215,573	215,573	215,573	215,573
Reserves	611,241	611,241	611,241	624,868	624,868	624,868
	826,814	826,814	826,814	840,441	840,441	840,441
Treasury shares	(5,482)	(73,434)	(76,712)	(5,482)	(73,434)	(76,712)
<b>Shareholders' Funds</b>	821,332	753,380	750,102	834,959	767,007	763,729
<b>NTA<sup>(1)</sup></b>	820,977	753,025	749,747	833,423	765,471	762,193
Current Assets	1,363,797	1,329,821	1,328,182	1,480,610	1,446,634	1,444,995
Current Liabilities	944,095	978,071	979,710	1,022,375	1,056,351	1,057,990
Working Capital	419,702	351,750	348,472	458,235	390,283	387,005
<b>Total Borrowings</b>	-	33,976	35,615	-	33,976	35,615
Number of Shares ('000) <sup>(2)</sup>	866,184	866,184	866,184	866,184	866,184	866,184
Number of Shares (less treasury shares) ('000)	860,184	779,565	779,565	860,184	779,565	779,565
<b>Financial Ratios</b>						
NTA per Share (US cents) <sup>(3)</sup>	95.44	96.60	96.18	96.89	98.19	97.77
Annualised Return on Equity (%)	8.46	9.22	9.26	11.96	13.02	13.07
Basic EPS (US cents) <sup>(4)</sup>	8.08	8.91	8.91	11.61	12.81	12.81
Gearing Ratio (times) <sup>(5)</sup>	0.00	0.05	0.05	0.00	0.04	0.05
Current Ratio (times) <sup>(6)</sup>	1.44	1.36	1.36	1.45	1.37	1.37

As illustrated above, the purchase of Shares made out of the capital of the Company and held as treasury shares would have the effect of reducing the working capital and NTA of the Company and the Group. The consolidated NTA per Share of the Group as at 31 December 2019 would increase from 96.89 US cents to 98.19 US cents in the case of an On-Market Purchase and from 96.89 US cents to 97.77 US cents in the case of an Off-Market Purchase. No adjustment was made to take into account the reduction in dividend paid out during the year from the purchase of Shares.

**Notes:**

- (1) NTA refers to net assets less goodwill on consolidation and intangible assets.
- (2) Includes 86,618,362 Shares held in treasury, computed based on ten per cent. (10%) of the total number of Shares in issue as at the Latest Practicable Date.
- (3) NTA per Share is based on 779,565,266 Shares, which has excluded 86,618,362 Shares held in treasury.
- (4) EPS is based on 779,565,266 Shares, the weighted average number of Shares, which has excluded 86,618,362 Shares held in treasury.
- (5) Gearing ratio equals total borrowings divided by Shareholders' funds.
- (6) Current ratio equals current assets divided by current liabilities.

(2) **On-Market or Off-Market Purchase of 80,618,362 Shares — cancelled**

As at 31 December 2019	The Company			Group		
	Before Share Purchase US\$'000	After On-Market Purchase US\$'000	After Off-Market Purchase US\$'000	Before Share Purchase US\$'000	After On-Market Purchase US\$'000	After Off-Market Purchase US\$'000
Share Capital	215,573	142,139	138,861	215,573	142,139	138,861
Reserves	605,759	611,241	611,241	619,386	624,868	624,868
	821,332	753,380	750,102	834,959	767,007	763,729
Treasury Shares	-	-	-	-	-	-
<b>Shareholders' Funds</b>	821,332	753,380	750,102	834,959	767,007	763,729
<b>NTA<sup>(1)</sup></b>	820,977	753,025	749,747	833,423	765,471	762,193
Current Assets	1,363,797	1,329,821	1,328,182	1,480,610	1,446,634	1,444,995
Current Liabilities	944,095	978,071	979,710	1,022,375	1,056,351	1,057,990
Working Capital	419,702	351,750	348,472	458,235	390,283	387,005
<b>Total Borrowings</b>	-	33,976	35,615	-	33,976	35,615
Number of Shares (less Shares cancelled) ( '000)	860,184	779,565	779,565	860,184	779,565	779,565
<b>Financial Ratios</b>						
NTA per Share (US cents) <sup>(2)</sup>	95.44	96.60	96.18	96.89	98.19	97.77
Annualised Return on Equity (%)	8.46	9.22	9.26	11.96	13.02	13.07
Basic EPS (US cents) <sup>(3)</sup>	8.08	8.91	8.91	11.61	12.81	12.81
Gearing Ratio (times) <sup>(4)</sup>	0.00	0.05	0.05	0.00	0.04	0.05
Current Ratio (times) <sup>(5)</sup>	1.44	1.36	1.36	1.45	1.37	1.37

As illustrated above, the purchase of Shares made out of the capital of the Company and the cancellation of such purchased Shares would have the effect of reducing the working capital and NTA of the Group. The consolidated NTA per Share of the Group as at 31 December 2019 would increase from 96.89 US cents to 98.19 US cents in the case of an On-Market Purchase and from 96.89 US cents to 97.77 US cents in the case of an Off-Market Purchase. No adjustment was made to take into account the reduction in dividend paid out during the year from the purchase of Shares.

**Notes:**

- (1) NTA refers to net assets less goodwill on consolidation and intangible assets.
- (2) NTA per Share is based on 779,565,266 Shares, which has excluded 86,618,362 Shares cancelled on the share buyback exercise.
- (3) EPS is based on 779,565,266 Shares, the weighted average number of Shares, which has excluded 86,618,362 Shares cancelled on the share buyback exercise.
- (4) Gearing ratio equals total borrowings divided by Shareholders' funds.
- (5) Current ratio equals current assets divided by current liabilities.

**Shareholders should note that the financial effects set out above are purely for illustrative purposes only. Although the proposed Share Purchase Mandate would authorise the Company to purchase or acquire up to ten per cent. (10%) of the total number of issued Shares excluding treasury shares and subsidiary holdings, the Company may not necessarily purchase or acquire or be able to purchase or acquire the entire ten per cent. (10%) of the total number of issued Shares excluding treasury shares and subsidiary holdings.**

### 3.3.9 Tax Implications

Where the Company uses its profits or contributed capital for the Share purchase:

For Shareholders, proceeds received by them will be treated for income tax purposes like any other disposal of shares. Generally, whether or not such proceeds are taxable in the hands of Shareholders will depend on whether or not such proceeds are receipts of an income or capital nature in the hands of the respective Shareholders.

**Shareholders should note that the foregoing is not to be regarded as advice on the tax position of any Shareholder. Shareholders who are in doubt as to their respective tax positions or the tax implications of Share purchases by the Company, or, who may be subject to tax whether in or outside Singapore, should consult their own professional advisers.**

### 3.3.10 Reporting Requirements

Within thirty (30) days of the passing of a Shareholders' resolution to approve the purchases of Shares by the Company, the Company shall lodge a copy of such resolution with the Registrar of Companies.

The Company shall notify the Registrar of Companies within thirty (30) days of a purchase of Shares on the SGX-ST or otherwise. Such notification shall include details of the purchases including the date of the purchases, the total number of Shares purchased by the Company, the number of Shares cancelled and the number of Shares held as treasury shares, the Company's issued share capital before and after the purchase of Shares, the amount of consideration paid by the Company for the purchases, and such other information as required by the Companies Act.

The Listing Rules also specify that a listed company shall report all purchases or acquisitions of its shares to the SGX-ST not later than 9:00 a.m. (a) in the case of an On-Market Purchase, on the Market Day following the day of purchase of any of its shares and (b) in the case of an Off-Market Purchase in accordance with an equal access scheme, by 9:00 a.m. on the second Market Day after the close of acceptances of the offer. Such notification shall include details of the maximum number of shares authorised for purchase, the date of purchase, the prices paid for the total number of shares purchased, the purchase price per share or the highest and lowest purchase price per share and the number of issued shares excluding treasury shares and subsidiary holdings after purchase, in the form prescribed under the Listing Rules. The Company shall make arrangements with its stockbrokers to ensure that they provide the Company in a timely fashion the necessary information which will enable the Company to make the notifications to the SGX-ST.

The Company, upon undertaking any sale, transfer, cancellation and/or use of treasury shares, will comply with Rule 704(28) of the Listing Manual, which provides that an issuer must make an immediate announcement thereof, stating the following:

- (a) date of the sale, transfer, cancellation and/or use;
- (b) purpose of such sale, transfer, cancellation and/or use;
- (c) number of treasury shares sold, transferred, cancelled and/or used;
- (d) number of treasury shares before and after such sale, transfer, cancellation and/or use;
- (e) percentage of the number of treasury shares against the total number of Shares outstanding before and after such sale, transfer, cancellation and/or use; and
- (f) value of the treasury shares if they are used for a sale or transfer, or cancelled.

The Company, upon undertaking any sale, transfer, cancellation and/or use of subsidiary holdings, will comply with Rule 704(28A) of the Listing Manual, which provides that an issuer must make an immediate announcement thereof, stating the following:

- (a) date of the sale, transfer, cancellation and/or use;
- (b) purpose of such sale, transfer, cancellation and/or use;
- (c) number of subsidiary holdings sold, transferred, cancelled and/or used;
- (d) number of subsidiary holdings before and after such sale, transfer, cancellation and/or use; and
- (e) percentage of the number of subsidiary holdings against the total number of shares outstanding in a class that is listed before and after such sale, transfer, cancellation and/or use.

### 3.3.11 Listing Rules

Under the Listing Rules, a listed company may purchase its own shares by way of On-Market Purchases at a price per share which is not more than five per cent. (5%) above the average of the closing market prices of the shares over the last five (5) Market Days, on which transactions in the shares were recorded, before the day on which the purchases were made, which is deemed to be adjusted in accordance with the Listing Rules for any corporate action that occurs during the relevant period of five (5) Market Days and the day on which the On-Market Purchase was made.

The Maximum Price for a Share in relation to On-Market Purchases by the Company conforms to this restriction.

While the Listing Rules do not expressly prohibit any purchase of shares by a listed company during any particular time(s), because the listed company would be regarded as an “insider” in relation to any proposed purchase or acquisition of its issued shares, the Company will not undertake any purchase of Shares pursuant to the Share Purchase Mandate at any time after any matter or development of a price-sensitive nature has occurred or has been the subject of consideration and/or a decision of the Board until such price-sensitive information has been publicly announced. In particular, in line with the best practices on dealing in securities reflected under Rule 1207(19) of the Listing Manual, the Company will not purchase or acquire any Shares through On-Market Purchases during the period of one (1) month immediately preceding the announcement of the Company’s half year and full year results.

The Company is required under Rule 723 of the Listing Manual to ensure that at least ten per cent. (10%) of the total number of its Shares (excluding treasury shares) are in the hands of the public. The “public”, as defined under the Listing Manual, are persons other than the directors, chief executive officer, Substantial Shareholders or Controlling Shareholders of the Company and its subsidiaries, as well as the associates (as defined in the Listing Manual) of such persons.

As at the Latest Practicable Date, there are 245,373,774 Shares in the hands of the public (as defined above), representing 28.53% of the total number of Shares (excluding treasury shares), i.e. 860,183,628 Shares. Assuming that (i) the Company purchases its Shares through On-Market Purchases up to the full ten per cent. (10%) limit pursuant to the Share Purchase Mandate and all such Shares purchased are held by the public, and (ii) all Shares purchased by the Company are held as treasury shares, the number of Shares in the hands of the public would be reduced to 164,755,412 Shares, representing 21.13% of the total number of Shares (excluding treasury shares), i.e. 779,565,266 Shares. Accordingly, the Company is of the view that there is a sufficient number of Shares in issue held by public Shareholders which would permit the Company to undertake purchases or acquisitions of its Shares through On-Market Purchases up to the full ten per cent. (10%) pursuant to the proposed Share Purchase Mandate without affecting the listing status of the Shares on the SGX-ST, and that the number of Shares remaining in the hands of the public will not fall to such a level as to cause market illiquidity.

In undertaking any purchases of its Shares through On-Market Purchases, the Directors will use their best efforts to ensure that, notwithstanding such purchases, a sufficient number of Shares shall remain in public hands so that the Share purchase(s) will not:

- (i) adversely affect the listing status of the Shares on the SGX-ST;
- (ii) cause market illiquidity; or
- (iii) adversely affect the orderly trading of the Shares.

### 3.3.12 Obligation to Make a Take-over Offer

Under Rule 14 of the Code, a person will be required to make a general offer for a public company if:

- (a) he acquires thirty per cent. (30%) or more of the voting rights of the company; or
- (b) he holds between thirty per cent. (30%) and fifty per cent. (50%) of the voting rights of the company and he increases his voting rights in the company by more than one per cent. (1%) in any six (6)-month period.

If, as a result of any purchase or acquisition by the Company of its Shares, the proportionate interest in the voting capital of the Company of a Shareholder and persons acting in concert with him increases, such increase will be treated as an acquisition for the purposes of Rule 14 of the Code. Consequently, a Shareholder or group of Shareholders acting in concert with a Director could obtain or consolidate effective control of the Company and become obliged to make a take-over offer for the Company under Rule 14 of the Code.

Under the Code, persons acting in concert comprise individuals or companies who, pursuant to an agreement or understanding (whether formal or informal) co-operate, through the acquisition by any of them of shares in a company, to obtain or consolidate effective control of that company. Unless the contrary is established, the following persons, *inter alia*, will be presumed to be acting in concert with each other, namely:

- (i) a company with its parent company, subsidiaries, its fellow subsidiaries, any associated companies of the foregoing companies, any company whose associated companies include any of the foregoing companies, and any person who has provided financial assistance (other than a bank in the ordinary course of business) to any of the foregoing companies for the purchase of voting rights;
- (ii) a company with any of its directors (together with their close relatives, related trusts and any companies controlled by any of the directors, their close relatives and related trusts);
- (iii) a company with any of its pension funds and employee share schemes;
- (iv) a person with any investment company, unit trust or other fund whose investment such person manages on a discretionary basis, but only in respect of the investment account which such person manages;
- (v) a financial or other professional adviser, including a stockbroker, with its client in respect of the shareholdings of the adviser and the persons controlling, controlled by or under the same control as the adviser;
- (vi) directors of a company, together with their close relatives, related trusts and companies controlled by any of the foregoing, which is subject to an offer or where they have reason to believe a *bona fide* offer for their company may be imminent;
- (vii) partners; and

- (viii) an individual, his close relatives, his related trusts, any person who is accustomed to act according to his instructions, companies controlled by any of the foregoing persons, and any person who has provided financial assistance (other than a bank in the ordinary course of business) to any of the foregoing persons and/or entities for the purchase of voting rights.

For this purpose, ownership or control of at least twenty per cent. (20%) but not more than fifty per cent. (50%) of the equity share capital of a company will be regarded as the test of associated company status.

The circumstances under which Shareholders (including Directors) and persons acting in concert with them respectively will incur an obligation to make a take-over offer under Rule 14 of the Code after a purchase or acquisition of Shares by the Company are set out in Appendix 2 of the Code.

In general terms, under Rule 14 and Appendix 2 of the Code, unless exempted, Directors and persons acting in concert with them will incur an obligation to make a take-over offer for the Company under Rule 14 of the Code if, as a result of the Company purchasing or acquiring its Shares, (A) the voting rights in the Company of such Directors and their concert parties would increase to thirty per cent. (30%) or more or (B) if the voting rights of such Directors and their concert parties fall between thirty per cent. (30%) and fifty per cent. (50%) of the Company's voting rights, the voting rights of such Directors and their concert parties increase by more than one per cent. (1%) in any period of six (6) months. In calculating the percentages of voting rights of such Directors and their concert parties, treasury shares shall be excluded.

Under Appendix 2 of the Code, a Shareholder not acting in concert with the Directors will not incur an obligation to make a take-over offer for the Company under Rule 14 of the Code if, as a result of the Company purchasing or acquiring its Shares, the voting rights of such Shareholder in the Company increases to thirty per cent. (30%) or more, or, if the voting rights of such Shareholder fall between thirty per cent. (30%) and fifty per cent. (50%) of the Company's voting rights, the voting rights of such Shareholder would increase by more than one per cent. (1%) in any period of six (6) months. Such Shareholder need not abstain from voting in respect of the resolution authorising the Share Purchase Mandate.

**Shareholders who are in doubt as to their obligations, if any, to make a mandatory take-over offer under the Code as a result of any purchase or acquisition of Shares by the Company, are advised to consult their professional advisers and/or the Securities Industry Council and/or the relevant authorities at the earliest opportunity.**

Purely for illustrative purposes, on the basis of 860,183,628 Shares (excluding treasury shares) in issue as at the Latest Practicable Date, and assuming that no further Shares are issued on or prior to the AGM, not more than 86,018,362 Shares (representing ten per cent. (10%) of the Shares in issue as at that date excluding treasury shares) may be purchased or acquired by the Company pursuant to the Share Purchase Mandate, if so approved by Shareholders at the AGM.

Assuming that such granted Share Purchase Mandate is validly and fully exercised prior to the next annual general meeting for the Company to purchase the maximum allowed number of Shares being 80,618,362<sup>3</sup> Shares (on the basis that there would have been no change to the number of Shares in issue at the time of such exercise) and that such purchased Shares are not acquired from the Substantial Shareholders, based on the Register of Substantial Shareholders of the Company as at the Latest Practicable Date, the percentage shareholdings of the Substantial Shareholders would be changed as follows:

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<sup>3</sup> Please refer to footnote 2 above.

Name of Substantial Shareholder	Shareholding Before Share Purchase			Shareholding After Share Purchase		
	Direct Interest	Deemed Interest	Total Interest	Direct Interest	Deemed Interest	Total Interest
	%	%	%	%	%	%
CNAF	51.31	-	51.31	56.61	-	56.61
BPIA	20.17	-	20.17	22.25	-	22.25

**Note:**

(1) Computation of the above percentage shareholdings excludes treasury shares and subsidiary holdings.

Based on the information set out above, assuming that there is no change to the shareholding interests of the Substantial Shareholders since the Latest Practicable Date, none of the Substantial Shareholders referred to above are expected to incur an obligation to make a general offer to other Shareholders under the Code solely by reason of the Share Purchase Mandate.

### 3.3.13 Previous Share Purchases

There were no Share purchases made by the Company in the twelve (12) months immediately preceding the Latest Practicable Date.

## 4. SHAREHOLDERS WHO WILL ABSTAIN FROM VOTING

### The Proposed Renewal of the IPT Mandate

By virtue of their interests in the IPT Mandate, as proposed to be renewed, each of CNAF and BPIA will abstain and have undertaken to ensure that their associates will abstain from voting on the ordinary resolution 11 relating to the proposed renewal of the IPT Mandate at the AGM. The Company will disregard any votes cast in contravention of this abstention requirement.

Further, each of CNAF and BPIA has agreed to decline to accept appointment as proxy to vote and attend at the AGM in respect of the ordinary resolution 11 relating to the proposed renewal of the IPT Mandate, unless the Shareholder concerned shall have given specific instructions as to the manner in which his votes are to be cast.

## 5. DIRECTORS WHO WILL ABSTAIN FROM VOTING

### The Proposed Renewal of the IPT Mandate

The BPIA Directors and the CNAF Directors do not hold any Shares as at the Latest Practicable Date. If they subsequently become Shareholders and are entitled to vote at the AGM, they will abstain from voting on the ordinary resolution 11 relating to the proposed renewal of the IPT Mandate at the AGM. The Company will disregard any votes cast in contravention of this abstention requirement.

They will also decline to accept appointment as proxy to vote and attend at the AGM in respect of the ordinary resolution 11 relating to the proposed renewal of the IPT Mandate, unless the Shareholder concerned shall have given specific instructions as to the manner in which his votes are to be cast.

## 6. DIRECTORS' AND SUBSTANTIAL SHAREHOLDERS' INTERESTS IN THE COMPANY

6.1 The Directors do not hold any interest in the Shares, as extracted from the Register of Directors' Shareholding, as at the Latest Practicable Date.

6.2 The interests of the Substantial Shareholders in the Shares as at the Latest Practicable Date are set out below:

Name of Substantial Shareholder	Direct Interest (No. of Shares <sup>(1)</sup> )	%	Deemed Interest (No. of Shares <sup>(1)</sup> )	%
CNAF	441,332,912	51.31	-	-
BPIA	173,476,942	20.17	-	-

**Notes:**

(1) There are 860,183,628 issued Shares as at the Latest Practicable Date (excluding treasury shares and subsidiary holdings).

## 7. DIRECTORS' RECOMMENDATIONS

### 7.1 The Proposed Renewal of the IPT Mandate

The Independent Directors are of the opinion that the proposed renewal of the IPT Mandate is in the best interests of the Company and are not prejudicial to the interests of minority Shareholders. Accordingly, the Independent Directors recommend that Shareholders vote in favour of the ordinary resolution 11 relating to the proposed renewal of the IPT Mandate at the forthcoming AGM.

### 7.2 The Proposed Renewal of the Share Purchase Mandate

The Directors are of the opinion that the proposed renewal of the Share Purchase Mandate is in the best interests of the Company. Accordingly, the Directors recommend that Shareholders vote in favour of the ordinary resolution 12 relating to the proposed renewal of the Share Purchase Mandate at the forthcoming AGM.

## 8. DIRECTORS' RESPONSIBILITY STATEMENT

The Directors (including those who may have delegated detailed supervision of this Letter) collectively and individually accept full responsibility for the accuracy of the information given in this Letter and confirm after making all reasonable enquiries that, to the best of their knowledge and belief, this Letter constitutes full and true disclosure of all material facts about the proposed renewal of the IPT Mandate and the proposed renewal of the Share Purchase Mandate, the Company and its subsidiaries, and the Directors are not aware of any facts the omission of which would make any statement in this Letter misleading.

Where information contained in this Letter has been extracted from published or otherwise publicly available sources or obtained from a named source, the sole responsibility of the Directors has been to ensure that such information has been accurately and correctly extracted from these sources and/or reproduced in this Letter in its proper form and context.

Yours faithfully  
For and on behalf of the Board of Directors of  
**China Aviation Oil (Singapore) Corporation Ltd**

Xi Zhengping  
Chairman

## ANNEX I

### GENERAL INFORMATION RELATING TO CHAPTER 9 OF THE LISTING MANUAL

#### SCOPE

Chapter 9 of the Listing Manual applies to transactions which an entity at risk proposes to enter into with a counterparty who is an interested person of the entity at risk.

#### DEFINITIONS

A “**controlling shareholder**” means a person who holds (directly or indirectly) fifteen per cent. (15%) or more of the total voting rights in the listed company (provided that the SGX-ST may determine that a person who satisfies the foregoing is not a controlling shareholder) or in fact exercises control over the listed company.

A “**transaction**” includes (a) the provision or receipt of financial assistance, (b) the acquisition, disposal or leasing of assets, (c) the provision or receipt of goods or services, (d) the issuance or subscription of securities, (e) the granting of or being granted options, and (f) the establishment of joint ventures or joint investments, whether or not in the ordinary course of business, and whether or not entered into directly or indirectly (for example, through one or more interposed entities).

An “**associate**” includes an immediate family member (that is, the spouse, child, adopted child, step-child, sibling or parent) of a director, chief executive officer, substantial shareholder or controlling shareholder, the trustees of any trust of which such director, chief executive officer, substantial shareholder or controlling shareholder or his immediate family is a beneficiary or, in the case of a discretionary trust, is a discretionary object, and any company in which such director, chief executive officer, substantial shareholder or controlling shareholder and his immediate family together have an aggregate interest (directly or indirectly) of thirty per cent. (30%) or more, and, where a substantial shareholder or controlling shareholder is a corporation, “associate” means any other company which is its subsidiary or holding company or is a subsidiary of such holding company or one in the equity of which it and/or such other company or companies taken together (directly or indirectly) have an interest of thirty per cent. (30%) or more.

An “**associated company**” means a company in which at least twenty per cent. (20%) but not more than fifty per cent. (50%) of its shares are held by the listed company and/or the listed company’s subsidiaries.

An “**entity at risk**” means the issuer, its subsidiary that is not listed on the SGX-ST or an approved exchange, or its associated company that is not listed on the SGX-ST or an approved exchange, (provided that the listed group, or the listed group and its interested person(s) has control over the associated company).

An “**interested person**” means a director, chief executive officer or controlling shareholder of the listed company or an associate of such director, chief executive officer or controlling shareholder.

“**control**” means the capacity to dominate decision-making, directly or indirectly, in relation to the financial and operating policies of a company.

## **GENERAL REQUIREMENTS**

Except for certain transactions which, by reason of the nature of such transactions, are not considered to put the listed company at risk to its interested person and are hence excluded from the ambit of Chapter 9 of the Listing Manual, immediate announcement, or immediate announcement and shareholders' approval will be required in respect of transactions with interested persons if certain financial thresholds (which are based on the value of the transaction with interested persons as compared with the listed company's latest audited consolidated net tangible assets), are reached or exceeded. In particular, shareholders' approval is required where:

- (a) the value of such a transaction when aggregated with the values of all other transactions previously entered into with the same interested person (as defined in Chapter 9 of the Listing Manual) during the same financial year of the listed company is equal to or exceeds five per cent. (5%) of the latest audited consolidated net tangible assets of the listed company; or
- (b) the value of such a transaction is equal to or exceeds five per cent. (5%) of the latest audited consolidated net tangible assets of the listed company.

## **GENERAL MANDATE**

A listed company may seek a general mandate from its shareholders for recurrent transactions with interested persons of a revenue or trading nature or those necessary for its day-to-day operations such as the purchase and sale of supplies and materials, but not in respect of the purchase or sale of assets, undertakings or businesses. A general mandate is subject to annual renewal.

## ANNEX II

### GENERAL MANDATE FOR INTERESTED PERSON TRANSACTIONS

*Note: As described in paragraph 2.1 of the Letter to Shareholders, the changes to be made to the existing IPT Mandate (which was last renewed at the 2019 AGM) to reflect the renewal of the CNAFCL Supply Agreement are reflected below, with insertions in underline and deletions in strikethrough (as compared against the existing IPT Mandate). Please refer to paragraph 2.1 of the Letter to Shareholders for more details.*

#### 1. RATIONALE FOR THE IPT MANDATE

The IPT Mandate is intended to facilitate transactions in the ordinary course of business of the CAO Group as described in paragraph 3 of this **Annex II** which are recurrent in nature and may be transacted from time to time with the Interested Persons provided that they are carried out on normal commercial (or, in the absence of other similar comparable transactions, commercially reasonable) terms and are not prejudicial to the interests of the Company and its minority Shareholders.

The IPT Mandate is intended to enhance the CAO Group's ability to pursue business opportunities which are time-sensitive in nature, and will eliminate the need for the Company to announce, or to announce and convene separate general meetings on each occasion to seek Shareholders' approval for the entry by the CAO Group into such transactions. This will substantially reduce administrative time and expenses associated with the making of such announcements or the announcement and convening of general meetings from time to time, and allow manpower resources to be focused towards other corporate and business opportunities.

#### 2. CLASSES OF INTERESTED PERSONS

Under the IPT Mandate, the Interested Persons comprise:

- (a) members of the CNAF Group; and
- (b) members of the BP Group,

each of which is deemed to be an Interested Person that the Group will be transacting with.

The list of members of the CNAF Group and the BP Group and the types of transactions which the CAO Group intends to undertake pursuant to the IPT Mandate, are set out in **Annex III** to this Letter. Members of the BP Group and the CNAF Group which are nominated by the Interested Persons expressly named/listed in **Annex III** to enter into transactions with the CAO Group, are also deemed to be Interested Persons listed in **Annex III** with which the CAO Group may transact under the IPT Mandate. It is also to be noted that as the CNAF Group and the BP Group undertake internal restructuring exercises from time to time, the list of members from the respective groups as well as the types of transactions to be transacted with each member will be subject to change.

Paragraph 3 of this **Annex II** sets out the background to, and describes the nature of, the Interested Person Transactions with the CNAF Group and the BP Group respectively which are covered under the IPT Mandate.

#### 3. CATEGORIES OF INTERESTED PERSON TRANSACTIONS

##### 3.1 Interested Person Transactions with the CNAF Group

Transactions between the CAO Group and the CNAF Group covered by the IPT Mandate include:

- (a) the sales and purchases of Petroleum Products to the CNAF Group, whether pursuant to the terms of the Supply Agreements or otherwise;

- (b) the provision and receipt of supply chain services including, but not limited to:
  - (i) the procurement of shipping and logistics services from CNAF Logistics for the transport of Petroleum Products by sea (including the chartering of ships, whether on a time charter or fixed voyage basis, and the rental of tankages);
  - (ii) the provision of import agency services for Petroleum Products to LandOil and other members of the CNAF Group; and
  - (iii) the provision of into-plane fuelling services by CNAF HKR and other members of the CNAF Group; and
- (c) the provision of Treasury Services by CNAF Finance to the CAO Group, and the provision of Treasury Services by the CAO Group to Approved Entities which are members of the CNAF Group.

Presently, the CAO Group does not intend to engage in the trading of Derivative Financial Instruments with the CNAF Group. As such, the IPT Mandate does not cover transactions involving the trading of Derivative Financial Instruments with the CNAF Group.

### **3.1.1 Sales and Purchases of Petroleum Products**

#### *Supply Agreements*

On 6 February 2018, the CNAFCL Supply Agreement, which was previously renewed and extended to 6 August 2018, was further renewed and extended to 6 August 2020. In February 2020, the CNAFCL Supply Agreement was further renewed and extended to 6 August 2022, on substantially similar terms. The Audit Committee had reviewed the terms of the proposed extension of the CNAFCL Supply Agreement prior to entry into the agreement.

Under the renewed and extended CNAFCL Supply Agreement, the Company is to purchase aviation fuel on a proprietary basis (and not as agent of CNAFCL), and then sell the aviation fuel to CNAFCL (or its designated import agents) on a proprietary basis.

The pricing at which the Company is to sell aviation fuel to CNAFCL under the CNAFCL Supply Agreement is either: (a) through a competitive tender exercise whereby the price charged to CNAFCL is the tender price, plus a fixed margin component, or (b) at an agreed price based on a market pricing benchmark for the aviation fuel to be supplied, plus a pre-agreed fixed premium and a fixed margin component. In this context, the term “fixed margin” refers to an agreed fixed amount that the Company receives over and above its costs of procuring the aviation fuel; and the term “pre-agreed fixed premium” refers to the additional fixed amount pre-agreed between the Company on the one hand and CNAFCL on the other, which is over and above the agreed price/market pricing benchmark (such as from Platts Singapore or any other global provider of energy pricing information) of the aviation fuel to be supplied. In procuring aviation fuel from the suppliers, the Company also pays its suppliers a premium over and above the cost of the aviation fuel in line with prevailing market practice in the industry. The Company will not proceed with a sale under the method described in (b) above (i.e. at an agreed price based on a market pricing benchmark for the aviation fuel to be supplied, plus a pre-agreed fixed premium and a fixed margin component), if the overall sale price chargeable to CNAFCL is less than the Company’s breakeven price for the aviation fuel. Any subsequent substantive amendments to, or renewal or extension of, the CNAFCL Supply Agreement shall also be reviewed and approved by the Audit Committee.

On 6 February 2018, the Bluesky Supply Agreement, which was previously renewed and extended to 1 April 2018, was also further renewed and extended to 1 April 2020, on substantially similar terms. Unless otherwise mutually agreed upon by the parties to the Bluesky Supply Agreement, the Bluesky Supply Agreement will be further extended for another term of two (2) years to 1 April 2022. The Audit Committee had reviewed the terms of the proposed extension of the Bluesky Supply Agreement prior to entry into the agreement.

Under the renewed and extended Bluesky Supply Agreement, the Company is to purchase aviation fuel on a proprietary basis (and not as agent of Bluesky), and then sell the aviation fuel to Bluesky (or its designated import agents) on a proprietary basis.

The pricing at which the Company is to sell aviation fuel to Bluesky under the Bluesky Supply Agreement is either: (i) through a competitive tender exercise whereby the price charged to Bluesky is the tender price, plus a fixed margin component, or (ii) at an agreed price based on a market pricing benchmark for the aviation fuel to be supplied, plus a fixed margin component. In this context, the term “fixed margin” refers to an agreed fixed amount that the Company receives over and above its costs of procuring the aviation fuel. In procuring aviation fuel from the suppliers, the Company also pays its suppliers a premium over and above the cost of the aviation fuel in line with prevailing market practice in the industry. The Company will not proceed with a sale under the method described in (ii) above (i.e. at an agreed price based on a market pricing benchmark for the aviation fuel to be supplied, plus a fixed margin component), if the overall sale price chargeable to Bluesky is less than the Company’s breakeven price for the aviation fuel. Any subsequent substantive amendments to, or renewal or extension of, the Bluesky Supply Agreement shall also be reviewed and approved by the Audit Committee.

The Supply Agreements further set out other details regarding the procurement process, such as the periodic requirements for aviation fuel of CNAFCL and Bluesky, tender preparations by the Company, qualifications of suppliers, tender methods and notification of tender results.

**Bluesky is a subsidiary of CNAFCL. As CNAFCL is a subsidiary of CNAF, CNAFCL and Bluesky are therefore interested persons of the Company for the purposes of Chapter 9 of the Listing Manual.**

#### *Ad Hoc Supplies of Aviation Fuel*

In addition to the supply of aviation fuel to CNAFCL and Bluesky under the Supply Agreements, the CAO Group intends to undertake the supply of aviation fuel to, *inter alia*, members of the CNAF Group on an *ad hoc* basis. Where the CAO Group undertakes such supplies of aviation fuel to the CNAF Group, such supplies will be made on terms similar to the Supply Agreements, that is, the relevant products will be procured by the CAO Group on a proprietary basis and sold onward to the CNAF Group at the same premium as computed in line with the methodology described for the respective Supply Agreements above.

#### *Physical Trading in Petroleum Products*

The CAO Group may engage in the physical trading of Petroleum Products with any member of the CNAF Group if that member meets the Company’s eligibility requirements.

The bases for the pricing of Petroleum Products in physical trades to be sold or purchased by the CAO Group are in line with current market practices and involve two (2) pricing components namely, Mean of Platts Singapore (“MOPS”) plus a fixed premium or less a fixed discount. MOPS refers to the mean of the high and low components of a Platts assessment for cargoes of oil products (including Petroleum Products) loading from Singapore. Platts is a leading global provider of energy and metals information. The amount of premium for a particular transaction is determined by negotiations between the trading parties which will *inter alia* depend on the quality of the Petroleum Products and other relevant market factors and conditions.

The Risk Management Committee holds the overall responsibility of ensuring that risk management controls and processes have been duly followed. This responsibility is delegated to the chief executive officer of the Company and subsequently to the head of risk management of the Company for daily operational activities.

### 3.1.2 Supply Chain Services

#### *Background*

As part of the Company's continuing development of its capabilities, the Company is seeking to optimise its supply chain capabilities through enhancing its current business model. To this end, it seeks to be able to improve its supply chain optimisation capabilities beyond merely ensuring the quality and timely delivery of oil product shipments, to working with traders to ensure the most cost-effective ways to ship oil products in light of the Company's supply and trading portfolio as a whole. For example, rather than chartering ships on an individual voyage basis, the Company believes that it may be more efficient operationally and financially to enter into a time charter agreement in respect of a number of physical movements of oil products, or to enter into shipping arrangements with other suppliers on a collaborative basis.

#### *Purchase of Shipping and Logistics Services*

To this end, the Company works with several ship owners and logistics services providers. The key attributes by which these potential suppliers are selected include their competitiveness, their respective track records in handling the quality of oil products which the Company supplies, as well as their presence in the North Asian aviation fuel shipment market. In the course of sourcing for such suppliers, the Company anticipates that it may enter into shipping and logistics services arrangements, such as multiple voyages or time charter contracts, rental of tankages and other aviation fuel transportation arrangements with CNAF Logistics, if it is of the view that CNAF Logistics is able to offer competitive terms for their shipping and logistics services or if CNAF Logistics is the only shipping service provider which is able to meet the technical and delivery specifications stipulated by CAO's end customers. Further, the Company purchases Petroleum Products from various members of the BP Group and in turn sells the same to the receivers in PRC or other buyers. In the course of its supply to such buyers, the Company will in some cases need to purchase shipping and logistics services. As an example, CAO may buy Petroleum Products on FOB basis and sell the same on CFR basis, for which CAO will require freight services and it may engage CNAF Logistics to provide the freight services. In certain cases, CNAF Logistics may be the only shipping service provider which will be able to meet the technical and delivery specifications stipulated by CAO's end customers. If CAO buys on FOB basis and sells on FOB basis, CAO will not need freight services as CAO's buyer will be responsible for the freight arrangements. If CAO buys on CFR basis and sells on CFR basis, CAO will not need freight services.

For Petroleum Products which the CAO Group buys on FOB basis and sells to CNAFCL and Bluesky on CFR basis, the CAO Group will be required to obtain freight services from CNAF Logistics for the transportation of the said Petroleum Products to CNAFCL and Bluesky, as CNAF Logistics is the only shipping service provider which will be able to meet the technical and delivery specifications stipulated by CNAFCL and Bluesky. To this end, CAO and CNAF Logistics have entered into the Term Charter Party Agreement pursuant to which freight services will be provided to the CAO Group at certain pre-agreed rates for the transportation of Petroleum Products. It is intended that the freight charges incurred by the CAO Group under this arrangement will be correspondingly reflected in the increased pricing at which the CAO Group is to sell the Petroleum Products to CNAFCL and Bluesky.

The Term Charter Party Agreement, which took effect on 1 May 2014 and was due to expire on 30 April 2015, was extended on the same terms (save for the delivery schedule, duration and pricing) by way of a new agreement dated 10 February 2015 and expired on 30 April 2017. The Term Charter Party Agreement which was previously extended by two (2) years on the same terms, was further extended by two (2) years on the same terms. The extension of the Term Charter Party Agreement was reviewed by the Audit Committee in accordance with the IPT Mandate. Under the Term Charter Party Agreement, the Company has agreed to charter ships operated by CNAF Logistics for the physical deliveries of the Petroleum Products to the following delivery routes: (1) Gaoqiao-Yangshan; (2) Jinling-Yangshan; (3) Dalian-Tianjin; (4) Yangshan-Puhang; (5) Maoming-Guangzhou; (6) Jinling-Chongqing; (7) Yangshan-Xiamen; (8) Dalian-

Qinhuangdao; (9) Gaolan-Guangzhou; (10) Jinshan-Yangshan; (11) Yangshan-Tianjin; (12) Zhenhai-Puhang/Gaoqiao; (13) Jinshan-Puhang/Gaoqiao; (14) Jinling-Puhang/Gaoqiao; (15) Zhenhai-Yangshan; and (16) Qingdao-Puhang.

**As CNAF Logistics is a subsidiary of CNAF, CNAF Logistics is therefore an interested person of the Company for the purposes of Chapter 9 of the Listing Manual.**

#### *Supply of Import Agency Services*

As the Group builds up its supply chain optimisation capabilities, there may be other supply-chain and logistics-related services provided or to be provided by the Group to the CNAF Group, such as import agency arrangements that the Group intends to provide to LandOil. Under the import agency arrangements, the Company will be paid a fixed commission that is in line with the margins quoted in the markets for similar supply of import agency services and is determined by a bilateral negotiation between the Company and the relevant member of the CNAF Group (which in cases of import agency services, is LandOil).

**As LandOil is a subsidiary of CNAF, LandOil is therefore an interested person of the Company for the purposes of Chapter 9 of the Listing Manual.**

#### *Procurement of Into-Plane Fuelling Services*

Part of the CAO Group's business involves the supply of jet fuel to airline companies at various airports around the world. In order to deliver jet fuel directly into the aircrafts of the customers, the CAO Group is required to engage the services of an into-plane fuelling services provider. The number of such service providers who are authorised to provide into-plane fuelling services at any airport is generally very limited. For example, there are currently only three (3) authorised into-plane fuelling services providers at HKIA, one of which is CNAF HKR, a member of the CNAF Group. From time to time, the other two (2) service providers at HKIA may be unable or unwilling to provide fee quotations, due to commercial or other reasons, or may not be available or have the capacity to accommodate CAO HK's service requests. If so, unless CAO HK engages the services of CNAF HKR, it will not be able to deliver jet fuel to its customers' aircrafts at HKIA, which would in turn adversely impact the business or operations of CAO HK. It is therefore not administratively practicable or desirable for CNAF HKR to be excluded as an option for into-plane fuelling services solely on the basis that CNAF HKR is an Interested Person. Thus, in order for CAO HK to be able to supply jet fuel to its customers at HKIA, CAO HK may from time to time obtain into-plane fuelling services from CNAF HKR.

To address the said situation at HKIA, CAO HK and CNAF HKR have entered into an agreement on 15 February 2016 ("**Into-Plane Fuelling Services Framework Agreement**") and pursuant to which, into-plane fuelling services will be provided to CAO HK on a non-exclusive basis (at CAO HK's request) in connection with the supply of jet fuel by CAO HK to airline companies at HKIA, based on certain pre-agreed maximum rates and terms for a term of ten (10) years. The rates and terms of the Into-Plane Fuelling Services Framework Agreement were reviewed by the Audit Committee (instead of two (2) Senior Executives) in accordance with the IPT Mandate, and any subsequent substantive amendments to, or renewal or extension of, the Into-Plane Fuelling Services Framework Agreement shall also be reviewed and approved by the Audit Committee.

**As CNAF HKR is an associate of CNAF, CNAF HKR is therefore an interested person of the Company for the purposes of Chapter 9 of the Listing Manual.**

### **3.1.3 Provision of Treasury Services by and to Member(s) of the CNAF Group**

#### *Treasury Services provided by CNAF Finance*

CNAF Finance has an arrangement with members of the CNAF Group pursuant to which such members may place their excess funds with CNAF Finance from time to time, in respect of which CNAF Finance will pay interest at rates which are agreed between parties. In turn, CNAF Finance, which holds primary accounts with banks ("**Deposit Banks**") such as Agricultural Bank of China Co, Ltd and PingAn Bank Co., Ltd, will from time to time place such consolidated funds with the

Deposit Banks. CNAF Finance is typically able to obtain relatively preferential terms from the Deposit Banks than what would have been generally available to the individual members, given the relatively larger size of the placements, which benefit CNAF Finance will be able to pass on to such members.

CNAF Finance has extended this arrangement to the CAO Group, and from time to time, the CAO Group may also place funds with CNAF Finance for which the CAO Group will receive interest from CNAF Finance on such amounts. The CAO Group may be able to obtain more competitive rates and quotes in an expeditious manner from CNAF Finance for such placement of funds, than what would have been generally available to the CAO Group in the market.

Additionally, the CAO Group may from time to time borrow funds from CNAF Finance. The CAO Group may be able to obtain more competitive rates and quotes for such borrowing of funds provided in an expeditious manner by CNAF Finance, than what would have been generally available to the CAO Group in the market.

All funds placed with CNAF Finance by the CAO Group will be guaranteed by a corporate guarantee provided by CNAF.

The CAO Group is required under PRC law to engage the services of a duly licensed financial institution in the PRC (referred to as “**Entrust Loan Arrangement Services**”) in order to provide loans to Approved Entities based in the PRC. CNAF Finance is duly licensed to provide such Entrust Loan Arrangement Services in the PRC. The CAO Group may engage CNAF Finance for the provision of such Entrust Loan Arrangement Services in connection with such loans if CNAF Finance’s charges are no higher than what the CAO Group would otherwise have been able to secure in the market.

*Treasury Services provided by the CAO Group to Investee Companies and other members of the CNAF Group*

The CAO Group may also from time to time provide loans to the Investee Companies and other members of the CNAF Group (together with the Investee Companies, the “**Approved Entities**”) and grant guarantees in favour of third parties for the purposes of the Investee Companies. Such Investee Companies may also be Interested Persons, such as CNAF HKR. From time to time, the CAO Group may be required to provide loans to CNAF HKR or grant guarantees in favour of third parties for the purposes of CNAF HKR, which may or may not be in proportion to the CAO Group’s equity interest in CNAF HKR. The CAO Group will look to charge interest for the provision of such loans to the Approved Entities, at rates which are higher than what is offered in the market, and will also charge fees as appropriate for the grant of such guarantees in favour of third parties for the purposes of the Investee Companies.

A loan shall only be provided by the CAO Group to an Approved Entity which is not also an Investee Company in the form of a “cashflow or credit support” facility, and shall be subject to the following requirements: (a) the terms of the said facility shall expressly restrict the said Approved Entity to use the funds solely for the acquisition of additional goods and services from the CAO Group; and (b) the CAO Group will undertake a credit assessment process to ascertain the creditworthiness of the said Approved Entity before accepting it as a counterparty. The credit assessment process must be undertaken by a person who shall have no interest (whether direct or indirect) in said facility or the acquisition by the said Approved Entity of goods and services from the CAO Group.

All loans to the Approved Entities will be guaranteed by a corporate guarantee provided by CNAF.

**As CNAF is a Controlling Shareholder, each member of the CNAF Group, including CNAF Finance and CNAF HKR, is therefore an interested person of the Company for the purposes of Chapter 9 of the Listing Manual.**

### 3.2 Interested Person Transactions with the BP Group

The CAO Group enters into transactions with the BP Group from time to time in the ordinary course of its business. Transactions with the BP Group that are covered by the IPT Mandate include purchases and/or sales of Petroleum Products to and/or from the BP Group such as:

- (a) sales of Petroleum Products to members of the BP Group;
- (b) purchases of Petroleum Products from members of the BP Group for onward sale to customers;
- (c) *[This paragraph has been deleted.]*
- (d) the procurement of supply chain services from members of the BP Group; and
- (e) provision of Services by member(s) of the BP Group.

Presently, the CAO Group does not intend to engage in bilateral trading of Derivative Financial Instruments with the BP Group. As such, the IPT Mandate will not cover such transactions with the BP Group.

#### 3.2.1 Physical Trading of Petroleum Products

Given the BP Group's significant presence in the Petroleum Products trading markets, the CAO Group's trading counterparties, amongst others, include members of the BP Group if each such member meets the CAO Group's trading counterparty eligibility requirements.

The CAO Group undertakes the following types of trading transactions with the BP Group:

- (a) sales of Petroleum Products to members of the BP Group, predominantly on a proprietary basis;
- (b) purchases of aviation fuel from members of the BP Group for onward sale to customers outside of the PRC; and
- (c) purchases of Petroleum Products (other than aviation fuel) from the BP Group whether for onward sales to customers of the CAO Group in the PRC or elsewhere.

As disclosed in paragraph 3.1.1 of this **Annex II**, the bases for the pricing of Petroleum Products in physical trades to be sold or purchased by the CAO Group are in line with current market practices and involve two (2) pricing components namely, MOPS, which is information available to the market by Platts plus a fixed premium or less a fixed discount. The amount of premium for a particular transaction is determined by negotiations between the trading parties which will, *inter alia*, depend on the quality of the Petroleum Products and other relevant market factors and conditions.

**As BPIA is a Controlling Shareholder, each member of the BP Group is therefore an interested person of the Company for the purposes of Chapter 9 of the Listing Manual.**

#### 3.2.2 *[This paragraph has been deleted.]*

#### 3.2.3 Procurement of Shipping and Logistics Services

In line with the Company's plans to optimise its supply chain capabilities and for so long as the BP Group is in the view of the Company able to provide shipping and logistics services on competitive terms, the CAO Group may from time to time procure such services from the BP Group. The services procured from the BP Group include the chartering of vessels from the BP Group on time charter agreement in respect of a number of physical movements of oil products, the rental of tankages from the BP Group, or the entry into of shipping arrangements together with the BP Group on a collaborative basis.

**As BPIA is a Controlling Shareholder, each member of the BP Group is therefore an interested person of the Company for the purposes of Chapter 9 of the Listing Manual.**

**3.2.4** *[This paragraph has been deleted.]*

### **3.2.5 Provision of Services by Member(s) of the BP Group**

In line with the Company's continuing plans to build on and strengthen its position in the relevant markets, the CAO Group may from time to time opt to tap on the relevant expertise, industry know-how (such as information-sharing, marketing, training and risk management, secondment of staff and other related services) and business networks of member(s) of the BP Group by entering into agreements for the provision of Services with member(s) of the BP Group.

**As BPIA is a Controlling Shareholder, each member of the BP Group is therefore an interested person of the Company for the purposes of Chapter 9 of the Listing Manual.**

## **4. BENEFITS OF THE INTERESTED PERSON TRANSACTIONS TO THE GROUP**

### **4.1 Benefits of Transacting with the CNAF Group**

The transactions with the CNAF Group contribute a substantial portion of the revenue of the Company, and in fact as at the Latest Practicable Date, the transactions under the Supply Agreements contribute significantly to the revenue of the Company. Under the Supply Agreements, the Company is assured of a fixed margin over its costs of supply of aviation fuel to the Interested Persons for its procurement services.

Through the Supply Agreements, the Company was appointed the exclusive supplier of all imported aviation fuel requirements of CNAFCL and Bluesky sourced from outside of the PRC (in respect of the airports in Beijing Airport and Guangzhou Baiyun International Airport respectively), on a proprietary basis. Since 6 August 2008, being the date the IPT Mandate was first adopted and approved, and to the extent that the relevant Interested Persons have requirements for imported aviation fuel during the term of the Supply Agreements, the Company has been their exclusive procurement supplier. Each of the Supply Agreements will be extended or renewed for a further term upon the mutual agreement of the parties.

A key benefit of obtaining a mandate for interested person transactions with the CNAF Group in relation to the trading of Petroleum Products is that it provides the CAO Group with an increased number of potential trading partners, thereby giving the CAO Group additional options and flexibility in managing its business and trading strategy in relation to the Petroleum Products.

In relation to the procurement of supply chain services from the CNAF Group, CNAF Logistics possesses logistics facilities for the transportation of aviation fuel, including tanker, jetty, pipeline and shipping facilities. Cooperation between the Company and CNAF Logistics will afford the Company an opportunity to extend its supply chain capabilities, for example, by being able to offer integrated supply chain services for petrochemical products and to arrange for international shipping to domestic transportation. As explained above, there are typically a very limited number of into-plane fuelling services providers at any airport, and not all of them may be available to take on assignments or to even provide fee quotations, due to commercial or other reasons, at the request of the CAO Group. Thus, there would be situations where it would be very difficult for the CAO Group to secure the requisite into-plane fuelling services in order to deliver jet fuel to its customers at the affected airport. By enabling the CAO Group to engage the services of a service provider which happens to be a member of the CNAF Group under the IPT Mandate, the CAO Group's range of alternatives in this restricted and specialised market would be significantly expanded. Further, the CAO Group will be able to continue delivering jet fuel to its customers at the affected airport through the relevant member of the CNAF Group, even if the other third party service providers are unable or unwilling to meet the CAO Group's service requests. Such flexibility will therefore be of commercial benefit to the CAO Group.

The provision of import agency services to members of the CNAF Group (including LandOil) will provide the CAO Group with an opportunity to develop its capabilities and expand the range of products offered to its customers.

#### **4.2 Benefits of Transacting with the BP Group**

The Company continues to seek to increase the scope of its ordinary trading operations with suitable players in the market both in terms of increasing the variety of products it can trade in, as well as enlarging its customer base to reach markets beyond the PRC, in order to increase the sources of income for the Company. As the BP Group is one of the major players in the energy markets, one of the key benefits of obtaining the IPT Mandate is that it provides the CAO Group with an increased number of potential trading partners, thereby giving the CAO Group additional options and flexibility in managing its business and trading strategy in relation to Petroleum Products. Also, this is in line with CAO's aim to trade with all the major players in the energy markets such that the Company can obtain the most competitive prices for its transactions. Further, the CAO Group expects to benefit from the synergies arising from the collaboration with the BP Group on supply chain services.

While the CAO Group is a key supplier of imported aviation fuel in the PRC market, it has a minor presence in other markets and has found it difficult to penetrate into them on its own in order to grow geographically. Obtaining competitive pricing for a small player in these markets is often difficult. The BP Group, on the other hand, is one of the dominant players in the Australian, Middle Eastern, Singaporean and European markets. Accepting Services from the member(s) of the BP Group will also provide the CAO Group with an invaluable resource as the CAO Group will be able to tap on the relevant expertise, industry know-how (such as information-sharing, marketing, training, risk management, secondment of staff and other related services) and business networks of such member(s) of the BP Group or to reap the benefits of efficiencies and economies of scale through the provision of Services by the member(s) of the BP Group for the CAO Group's and the BP Group's mutual benefits. In this way, the Company can continue to build on and strengthen its position in the relevant markets.

### **5. TRANSACTIONS NOT COVERED BY IPT MANDATE**

#### **5.1 Transactions under the Pipeline Services Contract**

As prior Shareholders' approval has been obtained for the provision of pipeline transportation services by TSN-PEKCL to CNAFCL under the Pipeline Services Contract, the IPT Mandate does not cover such transactions pursuant to the Pipeline Services Contract. However, any variation of the terms of the Pipeline Services Contract which have been outlined in the Company's Letter to Shareholders dated 31 March 2017 and any variations in the prices charged for pipeline transportation services, will be subject to Chapter 9 of the Listing Manual.

#### **5.2 Transactions outside the Scope of the IPT Mandate**

Transactions with the Interested Persons which do not fall within the ambit of the IPT Mandate shall be subject to the relevant provisions of Chapter 9 of the Listing Manual and/or other applicable provisions of the Listing Manual. Shareholders are also to note that the IPT Mandate does not extend to include the trading of Derivative Financial Instruments between the CAO Group and each of the CNAF Group and the BP Group respectively.

The IPT Mandate does not cover any transaction by a company in the CAO Group with Interested Persons that is below S\$100,000 in value as the threshold and aggregation requirements of Chapter 9 of the Listing Manual would not apply to such transactions. In addition, the IPT Mandate does not include transactions for the purchase or sale of assets, undertakings or businesses with the Interested Persons.

## 6. REVIEW PROCEDURES FOR INTERESTED PERSON TRANSACTIONS

To ensure that the Interested Person Transactions are conducted on normal commercial (or, in the absence of other similar comparable transactions, fair and reasonable) terms and will not be prejudicial to the interests of the Company and its minority Shareholders, as a general rule the CAO Group will only enter into transactions with the Interested Persons if the terms offered by or extended to the Interested Persons are respectively no less favourable or more favourable than the terms that may be obtainable from or extended to unrelated third parties.

### 6.1 Review procedures for determination of premium or amendment of premium or margin under the Supply Agreements and for extension or renewal of the Supply Agreements

To ensure that any determination of the premium payable under the Supply Agreements, any amendment to the premium or margin under the Supply Agreements, and any future extension or renewal of the Supply Agreements will be on normal commercial terms and will not be prejudicial to the interests of the Company and its minority Shareholders, the Audit Committee has adopted the following review procedures:

- (a) If, as of the date on which the CAO Group proposes to determine the premium payable under the Supply Agreements, or amend the premium or margin under the Supply Agreements, or extend or renew any Supply Agreement, the CAO Group does not supply or purchase aviation fuel, the product being supplied under the relevant contract, of the same or similar specifications as specified under the relevant contract, in any significant amount to or from other unrelated third parties (as the case may be), so that it is not possible to compare the proposed premium or margin or proposed terms of the extended or renewed Supply Agreement against the premium, margin and/or terms of other transactions with unrelated third parties, the premium or margin or the CAO Group's pricing for its supply or purchase of aviation fuel of the relevant specifications to or from Interested Persons (as the case may be) as set out in the extended or renewed Supply Agreement will be verified by any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee who shall have no interest (whether direct or indirect) in the Interested Person Transactions concerned and shall not be involved in the negotiations of the premium or margin or the negotiations of the extension or renewal of the relevant Supply Agreement.

In undertaking such verification, the two (2) Senior Executives or other appointed persons will, on a best efforts basis, obtain reference prices and/or quotations from the external markets via the CAO Group's existing aviation fuel suppliers (for example, by obtaining from such suppliers indicative margins and premiums that they are charging for their sales and estimates of freight charges for delivering the aviation fuel of the relevant specifications to the relevant destination). They will then verify that the proposed margin and/or premium is/are consistent with or better than such indicative market rates as a rough benchmark or gauge of the then applicable pricing of aviation fuel.

It is to be noted that there are limitations on making meaningful and fair comparisons of reference prices and quotations for aviation fuel imports into the PRC, as CAO currently only supplies aviation fuel (sourced from outside the PRC) in substantial amounts to CNAFCL and Bluesky for imports into the PRC and does not supply aviation fuel in any significant amount to other unrelated third parties, and it is difficult to obtain comparable reference prices and quotations on a like-for-like basis due to differences in sizes, delivery dates, quantity loads and locations of cargoes. It may not be possible to obtain meaningful comparable reference prices and/or quotations from the external markets via the CAO Group's existing aviation fuel suppliers, such that verification by the two (2) Senior Executives (or other appointed persons) would not be meaningfully conducted. In such circumstances, any subsequent substantive amendments to the terms of the Supply Agreements, and any extension or renewal of the Supply Agreements, will be reviewed and approved by the Audit Committee.

- (b) If, as of the date on which the CAO Group proposes to determine the premium payable under the Supply Agreements, or amend the premium or margin under the Supply Agreements, or extend or renew any Supply Agreement, the CAO Group does supply or

purchase aviation fuel, the product being supplied or purchased under the relevant contract, of the same or similar specifications as specified under the relevant contract, in a significant amount to or from other unrelated third parties (as the case may be), the price and terms of at least two (2) other successful sales or purchases of aviation fuel of the relevant specifications to or from unrelated third parties (as the case may be) will be used as a basis for comparison, whenever possible, to determine whether the premium or margin or the prices and terms proposed to be included in the extended or renewed Supply Agreement are comparable to those offered by unrelated third parties for such successful sales or purchases (as the case may be) of aviation fuel of the relevant specifications, taking into account all pertinent factors including, but not limited to, price, quality, delivery time and track record, to ensure that the interests of its minority Shareholders are not disadvantaged.

## **6.2 Review procedures for transactions with the Interested Persons involving purchases and/or sales of Petroleum Products (other than under the Supply Agreements)**

In respect of transactions comprising purchases and/or sales of Petroleum Products by the CAO Group from or to any Interested Person, in addition to the credit assessment process undertaken by the CAO Group on all potential parties for Petroleum Products before accepting that Interested Person as a counterparty:

- (a) When selling and purchasing Petroleum Products to and from an Interested Person, any two (2) Senior Executives who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract shall, where practicable or possible, compare the terms offered by or to the Interested Person against the terms of at least one (1) other quotation obtained from unrelated third parties of similar quantities and/or quality of the relevant Petroleum Products, prior to the entering into of the contract or transaction with the Interested Person, as a basis for comparison, and such comparisons, if any, are to be documented. In determining the competitiveness of the quotations (including those by and to the Interested Person), all pertinent factors, including but not limited to pricing, quality, delivery time and track record, and where applicable, preferential rates, rebates or discounts accorded for bulk purchases will be taken into consideration. Each submission to the two (2) Senior Executives will be copied to the Company's head of finance, deputy head of finance, and head of legal, for the Company's finance team to record the transaction for the purposes of reporting and aggregation of the transaction as an Interested Person Transaction and for the Company's legal team to ascertain that the review procedures have been complied with.

For the purposes of this review procedure in determining whether it is practicable or possible to compare the terms offered by or to the Interested Person against the terms of at least one (1) other quotation obtained from unrelated third parties, any two (2) Senior Executives who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract, shall follow the existing control guidelines approved by the Audit Committee. Amendments to the control guidelines shall be made in accordance with any subsequent changes to the IPT Mandate, and will be subject to review by the internal auditors from time to time.

- (b) Where such quotations are not obtainable, the transactions with the Interested Person will be reviewed against recent actual transactions of similar nature published in recognised industry publications or as published on a recognised commodities exchange. In determining the competitiveness of these published terms, the two (2) Senior Executives involved in the review will have to take into consideration the same pertinent factors as mentioned above.
- (c) Due to the nature of the markets in which the CAO Group operates, involving purchases and/or sales of Petroleum Products, situations will commonly occur wherein there are no available quotations from unrelated third party suppliers or purchasers, and published rates of recent actual transactions of similar nature published in recognised industry publications or as on recognised commodities exchanges are not available, applicable or comparable. For all such situations the transaction will be reviewed and approved by any two (2) Senior Executives who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract,

after taking into consideration factors such as, but not limited to, delivery schedules, market pricing, quantity, credit terms, the margin that CAO Group will receive if CAO is acting as reseller of the Petroleum Products that are purchased, and the restrictive business or regulatory environment in which the CAO Group operates and the transaction is undertaken. Each submission to the two (2) Senior Executives will be copied to the Company's head of finance, deputy head of finance, and head of legal, for the Company's finance team to record the transaction for the purposes of reporting and aggregation of the transaction as an Interested Person Transaction and for the Company's legal team to ascertain that the review procedures have been complied with.

- (d) Due to the nature of the markets in which the CAO Group operates, involving purchases and sales of Petroleum Products, situations will also commonly occur where a trader acting for the CAO Group may conduct purchases and/or sales of Petroleum Products via a voice-based, online or electronic telecommunication-based trading platform where transactions are fast-paced and undertaken in a series of buy or sell prices offered by traders or brokers which are accepted by other traders or brokers participating in the trading platform. In the case of the voice-based trading platform, the CAO Group appoints broker(s) to source for quotes from the market which are then provided to the CAO Group's traders for confirmation. In all these cases, the CAO Group's trader in practice may be required to enter into an almost instantaneous transaction based on his assessment of the best available price then quoted on the trading platform. The counterparty may or may not be identified at the time of commitment to the transaction, and accordingly, it may not be possible for the CAO Group to determine whether the counterparty is or is not an Interested Person until the transaction is completed. In the cases where broker(s) are appointed by the CAO Group to source for quotes, the broker will be an independent party with no interest (whether direct or indirect) in the transaction save for the receipt of commission. At the time of commitment to the transaction, the transaction shall only be entered into: (i) in the case of a purchase of Petroleum Products by the CAO Group, at the trader's assessment of the lowest available price quoted on the trading platform for the CAO Group's order at the material time, and (ii) in the case of a sale of Petroleum Products by the CAO Group, at the trader's assessment of the highest available price quoted on the trading platform for volume of Petroleum Products intended to be sold by the CAO Group at the material time. Each trade confirmation will be forwarded to the Company's head of finance, deputy head of finance, and head of legal, for the Company's finance team to record the transaction for the purposes of reporting and aggregation of the transaction as an Interested Person Transaction and for the Company's legal team to ascertain that the procedures set out in this paragraph 6.2(d) have been complied with.

In respect of any term contract entered into between the Company and BPS which provides for trading collaboration arrangements in respect of the supply of aviation fuel, which has been reviewed by the Audit Committee (instead of two (2) Senior Executives in accordance with paragraph 6.2(a) above) prior to entry, and for which the agreed premiums applicable thereunder were also reviewed by the Audit Committee, the review procedures under this paragraph 6.2 shall not separately apply in respect of any individual transactions conducted subject to and in accordance with the agreed premiums / pricing formulae and other terms under such term contract; and the review procedures under paragraph 6.1 above shall apply in respect of any determination of the premium payable under such term contract, any amendment of the premium or margin under such term contract, and any future extension or renewal of such term contract, to ensure that the same will be on normal commercial terms and will not be prejudicial to the interests of the Company and its minority Shareholders.

*Ad hoc* supplies of Petroleum Products (other than supply of aviation fuel to the CNAF Group which is covered under paragraph 6.8 of this **Annex II**) will be reviewed in accordance with this paragraph 6.2 of this **Annex II**.

**6.3** *[This paragraph has been deleted.]*

**6.4 Review procedures for the procurement of into-plane fuelling services from the CNAF Group**

When procuring into-plane fuelling services at any airport from any member of the CNAF Group:

- (a) At least one (1) quotation from an unrelated third party into-plane fuelling services provider at the same airport will be obtained for comparison. Any fees to be paid by member(s) of the CAO Group to such member of the CNAF Group for such into-plane fuelling services shall not be higher than the fee in the quotation from the unrelated third party. In determining the more competitive fee, all pertinent factors, including but not limited to quality, reliability in the provision of such services and track record will be taken into consideration.
- (b) Due to the limited number of into-plane fuelling agents which are authorised to provide into-plane fuelling services at an airport, it is possible for situations to occur where the CAO Group is unable to obtain quotations from unrelated third party service providers, due to commercial or other reasons, or where no unrelated third party service providers are able to meet the CAO Group's service request due to unavailability or lack of capacity. In such a situation, the transaction will be reviewed and approved by any two (2) Senior Executives who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract. Each submission to the two (2) Senior Executives will be copied to the Company's head of finance, deputy head of finance, and head of legal, for the Company's finance team to record the transaction for the purposes of reporting and aggregation of the transaction as an Interested Person Transaction and for the Company's legal team to ascertain that the review procedures have been complied with.
- (c) In the event that no uninterested Senior Executives of the relevant member of the CAO Group are available to review the transaction, the transaction will be reviewed and approved by the Audit Committee directly.

For the avoidance of doubt, as the terms of the Into-Plane Fuelling Services Framework Agreement were reviewed by the Audit Committee (instead of two (2) Senior Executives) in accordance with paragraph 6.7(b) of the IPT Mandate which was renewed at the 2017 AGM, the review procedures under this paragraph 6.4 shall not separately apply in respect of any individual transactions conducted subject to and in accordance with the pre-agreed rates and terms of the Into-Plane Fuelling Services Framework Agreement. Any subsequent substantive amendments to, or renewal or extension of, the Into-Plane Fuelling Services Framework Agreement, must be subject to prior review and approval by the Audit Committee.

**6.5 Review procedures for the provision of Services by the BP Group**

When procuring Services to be provided by member(s) of the BP Group, two (2) other quotations from unrelated third party providers of similar services will be obtained for comparison to ensure that such Interested Person Transactions are conducted on normal commercial terms and are not prejudicial to the interests of the Company and its minority Shareholders. Any fee to be paid by member(s) of the CAO Group for the Services shall not be higher than the most competitive fee of the two (2) other quotations from unrelated third parties. In determining the most competitive fee, all pertinent factors, including but not limited to quality, reliability in delivery and track record will be taken into consideration. In addition, the credit terms obtained from the member(s) of the BP Group shall not be less favourable than those obtained from unrelated third parties.

Where such quotations are not obtainable (for instance, if there are no unrelated third party providers of such similar services), any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee who shall have no interest (whether direct or indirect) in the contract or transaction for the provision of Services with member(s) of the BP Group and shall not be involved in the negotiations of the relevant contract or transaction, will determine whether the fees and terms offered by the member(s) of the BP Group are fair and reasonable. In determining

whether the fees and terms offered by the member(s) of the BP Group are fair and reasonable, the two (2) Senior Executives involved in the review will have to take into consideration the same pertinent factors as mentioned above.

The entry into any agreement by the Company and/or by any other member(s) of the CAO Group for the provision of Services by member(s) of the BP Group, and any review or amendment of the terms of the provision of Services, will be approved by the Board. As required under Regulation 106 of the Constitution of the Company, Directors with a direct or indirect personal material interest in the agreement will abstain from voting on the resolution.

## **6.6 Review procedures for Treasury Services**

The following review procedures will be applied in respect of the receipt and provision of Treasury Services between the CAO Group and an Interested Person:

- (a) Prior to entering into any contract or transaction with CNAF Finance in respect of any placement of funds by the CAO Group with CNAF Finance, any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee, who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction, shall compare the interest rates for such placements offered by CNAF Finance with the interest rates quoted by at least two (2) other principal bankers of the Company or the relevant member of the CAO Group (as the case may be) for deposits of an equivalent amount and for an equivalent period. The request made to the principal bankers of the Company or the relevant member of the CAO Group (as the case may be) shall also be made by a person who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction. The CAO Group will only place funds with CNAF Finance, if the interest rate quoted by CNAF Finance is higher than the highest of the interest rates quoted by such principal bankers.
- (b) Prior to entering into any contract or transaction with CNAF Finance in respect of any borrowing of funds by the CAO Group from CNAF Finance, any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee, who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction, shall compare the interest rates for such borrowings offered by CNAF Finance with the interest rates quoted by at least two (2) other principal bankers of the Company or the relevant member of the CAO Group (as the case may be) for borrowings of an equivalent amount and for an equivalent period. The request made to the principal bankers of the Company or the relevant member of the CAO Group (as the case may be) for the quote shall also be made by a person who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction. The CAO Group will only borrow funds from CNAF Finance if the interest rate quoted by CNAF Finance is lower than the lowest of the interest rates quoted by such principal bankers.
- (c) Prior to entering into any contract or transaction with any Approved Entity in respect of any provision of loans to the Approved Entity, any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction shall compare the interest rates for such loans charged by the CAO Group with the equivalent lending interest rates quoted by at least two (2) other principal bankers of the Company or the relevant member of the CAO Group (as the case may be). The CAO Group will only provide loans in favour of Approved Entities if the interest rate charged by the CAO Group is higher than the highest rate quoted by such principal bankers. A loan shall only be provided to an Approved Entity which is not also an Investee Company in the form of a “cashflow or credit support” facility, and shall be subject to the following requirements: (i) the terms of the said facility shall expressly restrict the said Approved Entity to use the funds solely for the acquisition of additional goods and services from the CAO Group; and (ii) a credit assessment process has been undertaken to ascertain the creditworthiness of the said Approved Entity before accepting

it as a counterparty. The credit assessment process must be undertaken by a person who shall have no interest (whether direct or indirect) in said facility or the acquisition by the said Approved Entity of goods and services from the CAO Group.

- (d) Prior to entering into any contract or transaction with any Investee Company in respect of any grant of guarantees in favour of third parties for the purposes of the Investee Companies, any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction shall compare the fees for the grant of such guarantees charged by the CAO Group with the equivalent fees quoted by at least two (2) other principal bankers of the Company or the relevant member of the CAO Group (as the case may be). The CAO Group will only provide guarantees in favour of third parties for the purposes of the Investee Companies if the fees charged by the CAO Group are higher than the highest rate quoted by such principal bankers.
- (e) Prior to entering into any contract or transaction with CNAF Finance in respect of any provision of Entrust Loan Arrangement Services for the purpose of the provision of loans by the CAO Group to Approved Entities based in the PRC, any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction shall compare the charges for such Entrust Loan Arrangement Services with the equivalent charges quoted by at least two (2) other principal bankers of the Company or the relevant member of the CAO Group (as the case may be). The CAO Group will only engage CNAF Finance for such Entrust Loan Arrangement Services if CNAF Finance's charges are no higher than the lowest rate quoted by such principal bankers.

In each case above, each submission to the two (2) Senior Executives will be copied to the Company's head of finance, deputy head of finance, and head of legal, for the Company's finance team to record the transaction for the purposes of reporting and aggregation of the transaction as an Interested Person Transaction and for the Company's legal team to ascertain that the review procedures have been complied with.

## **6.7 Review procedures for other categories of transactions with Interested Persons**

In respect of any goods and/or services obtained from or provided to any Interested Person (other than the sale of aviation fuel pursuant to the Supply Agreements, any amendment to, extension or renewal of the Supply Agreements, the provisions of Services by the BP Group, the provision of into-plane fuelling services under the Into-Plane Fuelling Services Framework Agreement, any amendment to, extension or renewal of the Into-Plane Fuelling Services Framework Agreement, the purchase and sale of Petroleum Products, the Treasury Services and the provision of supply chain services pursuant to the Term Charter Party Agreement):

- (a) All contracts entered into or transactions with an Interested Person are to be carried out by obtaining quotations (wherever possible or available) from at least two (2) other unrelated third party suppliers for similar quality services, prior to entry into the transaction with the Interested Person, as a basis for comparison to determine whether the price and terms offered by or to the Interested Person is comparable to those offered by unrelated third parties for the same or substantially similar type of services.
- (b) Where such quotations are not possible, available or commercially feasible to obtain given that there are no unrelated third party suppliers of similar services (for instance, where there is no unrelated third party service provider which will be able to meet the technical and delivery specifications stipulated by CAO's customers) or the commercial sensitivity of the subject matter, any two (2) Senior Executives or such other persons as may be appointed by the Audit Committee who shall have no interest (whether direct or indirect) in the Interested Person Transaction concerned and shall not be involved in the negotiations of the relevant contract or transaction, will determine whether the price and terms offered by or to the Interested Person are fair and reasonable. In determining whether the price and

terms offered by or to the Interested Person are fair and reasonable, factors such as, but not limited to, delivery schedules, quality of advice or training and track record will be taken into account.

As the terms of the Term Charter Party Agreement (as renewed) were reviewed by the Audit Committee (instead of two (2) Senior Executives) in accordance with paragraph 6.7(b) of the IPT Mandate which was renewed at the 2018 ~~2019~~ AGM, the review procedures under this paragraph 6.7 shall not separately apply in respect of any individual transactions conducted subject to and in accordance with the terms of the Term Charter Party Agreement.

- 6.8** For the avoidance of doubt, as supply of aviation fuel under the Supply Agreements and *ad hoc* supplies of aviation fuel to the CNAF Group are conducted at the predetermined terms and pricing set out in the Supply Agreements and the premium and margin as determined in accordance with paragraph 6.1 of this **Annex II**, and purchase and supply of aviation fuel under any term contract is conducted at such predetermined terms and pricing and in line with the terms of the said term contract which has been reviewed by the Audit Committee in accordance with paragraph 6.2 of this **Annex II**, such individual supply and purchase transactions are not separately subject to transactional review procedures nor are they taken into account and aggregated together with prior Interested Person Transactions entered into with members of the CNAF Group or the BP Group for a given month for the purposes of determining if the relevant thresholds as set out in the table in paragraph 7 of this **Annex II** have been crossed (and hence not be subject to further review and approval by the Audit Committee prior to the entry into such transactions).

## 7. THRESHOLD LIMITS

- 7.1** The Audit Committee will review all of the CAO Group's Interested Person Transactions, including transactions covered under the IPT Mandate, on a quarterly basis. Where the value of an Interested Person Transaction with the same group of Interested Persons, namely, BP Group or CNAF Group (when aggregated together with prior Interested Person Transactions entered into for a given month (apart from the last threshold which is computed on a prevailing value basis in a given month as elaborated on in paragraph 7.2(c)(ii) of this **Annex II**)) exceeds the relevant threshold as set out in the table below, the Interested Person Transaction will be reviewed and approved by the Audit Committee prior to the entry into such transaction.

Transaction Type	Applicable Threshold*
Purchase and Sale of Petroleum Products	US\$560 million if the Average Barrel Price for the immediately preceding month is US\$70 or less
Purchase and Sale of Petroleum Products	US\$680 million if the Average Barrel Price for the immediately preceding month exceeds US\$70
Supply Chain Services	US\$7 million for all Supply Chain Services provided other than pursuant to the Term Charter Party Agreement and the Into-Plane Fuelling Services Framework Agreement
Supply Chain Services	US\$48 million for all Supply Chain Services provided pursuant to the Term Charter Party Agreement
Into-plane fuelling services provided by members of the CNAF Group	US\$500,000 for all into-plane fuelling services provided pursuant to the Into-Plane Fuelling Services Framework Agreement
Services provided by members of the BP Group	US\$1 million
Treasury Services	US\$500 million

- \* Threshold based on aggregate value of the relevant type of transaction, calculated over a given month (apart from the last threshold which (in relation to Treasury Services involving interest-bearing placement of funds by the CAO Group with CNAF Finance) is computed on a prevailing value basis in a given month as elaborated on in paragraph 7.2(c)(ii) of this **Annex II**).

**7.2** For the purpose of determining whether the above thresholds have been exceeded, the value of a transaction relating to:

- (a) a purchase or sale of Petroleum Products, shall be the aggregate value of the Petroleum Products payable or receivable from the Interested Person, determined as set out in paragraph 7.3 of this **Annex II**; and
- (b) *[This paragraph has been deleted.]*
- (c) Treasury Services:
  - (i) in the case of Treasury Services other than interest-bearing placement of funds by the CAO Group with CNAF Finance, shall be the gross aggregate value of the Treasury Services received or provided by the CAO Group for each month of the Company's financial year. In line with Rule 909 of the Listing Manual, the value of Treasury Services involving (A) the borrowing of funds from an Interested Person is the interest payable on the borrowing; (B) the lending of funds to an Interested Person is the aggregate of the interest payable and the value of the funds lent or placed; and (C) the provision of guarantees is the aggregate of the value of the obligations guaranteed and the fees payable for such guarantees; and
  - (ii) in the case of Treasury Services involving interest-bearing placement of funds by the CAO Group with CNAF Finance, shall be based on the principal amount of funds to be placed with CNAF Finance in that transaction, when added to the prevailing aggregate amount of funds of the CAO Group then on placement with CNAF Finance, taking into account amounts placed with CNAF Finance in the relevant month of the Company's financial year (including both principal and any interest which has been compounded); if the sum of those two amounts exceeds the relevant threshold in paragraph 7.1 of this **Annex II**, that transaction will be subject to review and approval by the Audit Committee prior to the entry into such transaction.

**7.3** For the purposes of paragraph 7.2(a) of this **Annex II**, the aggregate value of the Petroleum Products payable or receivable from the Interested Persons under a transaction is determined by taking the aggregate estimated total price payable under the transaction, based on the volume to be delivered as estimated at the time of entry into the transaction and set out in the contract. The price in turn may be pegged to (a) the forward price quotations obtained from two (2) or more brokers or dealers for the relevant Petroleum Product traded on an OTC basis, (b) the forward price quotation for the relevant Petroleum Product obtained from Platts, or (c) the forward price quotation for the relevant Petroleum Product as published by relevant commodities exchange(s) such as the New York Mercantile Exchange, as at the time of entry into the contract, for delivery in the month of the contracted delivery date or in the preceding month or specified number of months prior to the contracted delivery date, as agreed in the contract, and incorporating any agreed premium or margin as set out in the contract.

## **8. GENERAL REVIEW PROCEDURES**

Apart from the review procedures specific to the relevant transactions above, the following general review procedures will apply to all Interested Person Transactions under the IPT Mandate:

- (a) The finance department of the Company will maintain a register of transactions carried out with the Interested Persons pursuant to the IPT Mandate and the Company's internal audit plan will incorporate a review of all Interested Person Transactions transacted in the relevant FY pursuant to the IPT Mandate. Further, to ensure that all Interested Person Transactions

are duly recorded, the finance department shall maintain another list of all Interested Persons to enable it to check the Interested Person Transactions concluded against this list of Interested Persons;

- (b) The Audit Committee shall have overall responsibility for monitoring and approving the Interested Person Transactions and for determining the review procedures, with the authority to delegate such responsibility to individuals within the Company as it deems appropriate; and
- (c) If any member of the Audit Committee has an interest in any of the Interested Person Transactions to be reviewed, such member shall abstain from any decision-making in respect of those transactions. The review and approval of those transactions will be undertaken by the remaining members of the Audit Committee.

If, during any reviews by the Audit Committee, it is of the view that the established review procedures are no longer appropriate or are inadequate to ensure that the Interested Person Transactions will not be prejudicial to the interests of the Company and its minority Shareholders or any change of circumstances results in the assumptions underlying its opinion being no longer true, the Company will seek a fresh mandate from Shareholders based on new review procedures. All Interested Person Transactions shall be reviewed and approved by at least one (1) member of the Audit Committee prior to entry pending a fresh mandate to be sought from Shareholders. In the event that a member of the Audit Committee is interested in any such Interested Person Transaction, that member will abstain from reviewing that particular transaction.

## ANNEX III

### LIST OF INTERESTED PERSONS

The list of Interested Persons, with which the CAO Group intends to undertake transactions, as well as the type of transactions to be undertaken pursuant to the IPT Mandate, are as follows:

#### A. BP Group Members

	<b>Entity Name</b>	<b>Nature of Transactions</b>
1.	<u>Aircraft Fuel Supply B.V.</u>	— <u>Procurement of Supply Chain Services</u>
2.	<u>BP Europa SE-Netherlands Branch</u>	— <u>Trading of Petroleum Products</u>
3.	BP Singapore Pte. Limited	— Trading of Petroleum Products — Procurement of Shipping and Logistics Services — Provision of Services
4.	BP Middle East LLC	— Trading of Petroleum Products
5.	BP Oil International Limited	— Trading of Petroleum Products
6.	BP Products North America Inc.	— Trading of Petroleum Products
7.	BP Sinopec Marine Fuels Pte Ltd	— Trading of Petroleum Products
8.	BP West Coast Products Inc.	— Trading of Petroleum Products
9.	BP West Coast Products LLC	— Trading of Petroleum Products
10.	Britannic Energy Trading Limited	— Trading of Petroleum Products
11.	BP Shipping Limited	— Procurement of Shipping and Logistics Services
12.	BP Asia Ltd	— Trading of Petroleum Products
13.	Air BP Limited	— Trading of Petroleum Products
14.	BP (China) Holdings Limited	— Trading of Petroleum Products
15.	<u>BP International Limited</u>	— <u>Trading of Petroleum Products</u>

## B. CNAF Group Members

	<b>Entity Name</b>		<b>Nature of Transactions</b>
1.	China National Aviation Fuel Group Limited (中国航空油料集团有限公司)	—	Trading of Petroleum Products
2.	China National Aviation Fuel Corporation Ltd (中国航空油料有限责任公司)	—	Trading of Petroleum Products
3.	China National Aviation Fuel South China Bluesky Corporation Ltd (华南蓝天航空油料有限公司)	—	Trading of Petroleum Products
4.	China National Aviation Fuel Yantai Co. Ltd (中航油烟台有限公司)	—	Trading of Petroleum Products
5.	Nanjing Air Fuel Co., Ltd. (南京空港油料有限公司)	—	Trading of Petroleum Products
6.	China National Aviation Fuel International Holdings South China Ltd (中国航油集团国际控股华南有限公司)	—	Trading of Petroleum Products
7.	China National Aviation Fuel Petroleum Co., Ltd (中国航油集团石油股份有限公司)	—	Trading of Petroleum Products Provision of Logistics Services
8.	China National Aviation Fuel Logistics Co., Ltd (中国航油集团物流有限公司)	—	Procurement of Shipping and Logistics Services
9.	China National Aviation Fuel Haixin Shipping Corporation Ltd (中国航油集团海鑫航运有限公司)	—	Procurement of Shipping Services
10.	China National Aviation Fuel TSN-PEK Pipeline Transportation Corporation Ltd (中国航油集团津京管道运输有限责任公司)	—	Procurement of Logistics Services
11.	China National Aviation Fuel International Holdings Limited (中国航油集团国际控股有限公司)	—	Trading of Petroleum Products
12.	Shenzhen Cheng Yuan Aviation Oil Company Limited (深圳承远航空油料有限公司)	—	Trading of Petroleum Products
13.	Shanghai Puhang Oil Co.,Ltd (上海浦航石油有限公司)	—	Procurement of Logistics Services
14.	Tianjin International Petroleum Storage & Transportation Co., Ltd (天津国际石油储运有限公司)	—	Procurement of Logistics Services
15.	CNAF Hong Kong Refuelling Limited (中国航油香港供油有限公司)	—	Receipt of Treasury Services Provision of Into-Plane Fuelling Services

	<b>Entity Name</b>	<b>Nature of Transactions</b>
16.	China National Aviation Fuel Finance Co., Ltd (中国航油集团财务有限公司)	— Provision of Treasury Services
17.	China National Aviation Fuel Fujian Petroleum Company (中国航油集团福建石油有限公司)	— <del>Provision</del> <u>Trading</u> of Petroleum Products
18.	China National Aviation Fuel Xinjiang Co., Ltd (中航油新疆航空油料有限公司)	— <del>Provision</del> <u>Trading</u> of Petroleum Products
19.	<u>China Aviation Oil (Beijing) Airport Aviation Fuel Limited Liability Company</u> (中航油(北京)机场航空油料有限责任公司)	<u>Trading of Petroleum Products</u>

In addition to the Interested Persons listed above, members of the BP Group and the CNAF Group which are nominated by the Interested Persons named above to enter into transactions with the CAO Group, are also deemed to be Interested Persons listed in this **Annex III** with which the CAO Group may transact under the IPT Mandate. Shareholders are also to note that the list of Interested Persons, as well as the type of transactions to be undertaken, may change from time to time as a result of any internal restructurings that the CNAF Group or the BP Group may undertake.

For avoidance of doubt, Shareholders should note that the Company will not seek any separate approval from Shareholders in relation to any such nominated entities or any such addition of new entities to the list of Interested Persons set out in this **Annex III**.

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